

CHEMIST & DRUGGIST

The newsweekly for pharmacy

October 10, 1987

a Benn publication

Good response
to MMM report
from RHAs

Lloyds profits up
73pc: two more
chains bought

The franchising
explosion: C&D
investigates

Cheshire FPC to
look at chemist
supply by RHA?

Evans aim for
full listing
by 1990

Topics in
treatment

Personal opinion
— four hands
better than two



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THIS LITTLE BABY'S ON THE BREAST.



THIS LITTLE BABY DOES IT BOTH WAYS.



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lactulose solution BP

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PRESCRIBING INFORMATION: **Presentation** Lactulose Solution BP containing lactulose 3.35 gm per 5 ml. Available in bottles of 300 ml and 1 litre and plastic containers of 5 litres. Basic NHS price £2.61, £7.73 and £38.45. **Indications** 1. Constipation. 2. Hepatic encephalopathy (Portal systemic encephalopathy): hepatic coma. **Dosage and Administration** Constipation: Starting dose - Adults 15 ml twice daily. Children 5-10 years 10 ml twice daily. Children under 5 years 5 ml twice daily. Babies 5 ml daily. Hepatic encephalopathy: 30-50 ml three times daily, and adjust according to response. **Contra-indications, Warnings, etc.**

Contra-indications: Galactosaemia. Gastro-intestinal obstruction. **Precautions:** Lactose intolerance. **Product Licence Number** 0512/5001.

References: 1. Florent C. et al. J Clin Invest 1985; 75: 608-613. 2. Palmie P.E. Therapiewoche 1980; 3: 4045-4049. 3. Hoffman K. et al. Klinische Wochenschrift 1964; 42 (3): 126-130.

4. Sanders J. J Am Ger Soc 1978; 26 (5): 236-239.

Further information is available from: Duphar Laboratories Limited, Gaters Hill, West End, Southampton SO3 3JD. Tel: 0703 472281.

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IN THIS ISSUE

RHAs act on MMM report to improve hospital pharmacy purchasing 716

Cheshire FPC likely to review primary care services

Benefits to chemists from buying from RHA regional stores to be examined?

717

Franchising: C&D looks at the latest retail trend in pharmacy

739

Topics in treatment on hormone replacement therapy

747

Lloyds profits up by 73 per cent as two more chains bought for £18.3m

Billington and Scotts bring chemist outlets to 218 and drugstores to 76

751

Evans aim for full Stock Market listing by 1990

753

Topical reflections by Xrayser

719

Letters

749

Prescription specialities

720

Coming events

754

Counterpoints

721

Classified advertisements

755

Aids to business

734

People

758

COMMENT



Once upon a time in the 1950s and '60s it was Boots The Chemist who were feared by their High Street peers as the main competitor, indeed as a predator anxious to expand. Timothy Whites were not in the same league but were a force to be reckoned with until they, too, were devoured by Boots. Ralph Weston created his "number two" chain by buying up independents before he sold out and it was split down into smaller units on the open market at the end of the '70s. During that same decade Guinness created the R.Gordon Drummond chain. In the '80s the main action in retail pharmacy development has again come from Mr Weston, with the Allen's Chemist chain and from Allen Lloyd and Lloyds Chemists.

Much of this activity took place in a declining pharmacy market, but the downward swing of one chemist closure a day first was halted, then reversed to almost the same rate of openings just before the new contract cut-off. Since then the expected rapid inflation of goodwill values of the now finite stock of community pharmacies has taken place.

Drummond's 114 branches were snapped up last month by Macarthy to join their 63 unit



Savory & Moore chain. Allen's is on the market though the details of the tender document for the 105-strong group are not known. AAH are into franchising with a core of 18 shops and hoping to expand further, returning small chains to the independent. Unichem has raised cash, perhaps ready to make a similar foray. Boots remain strangely quiet, though if *The Times* analysis of the company operation this week is accurate, the company is still suffering the legacy of "a passive management approach that allowed the High Street chain to lose momentum and definition...". The company apparently is not feeling expansionist, preferring to rest on the lower base created some ten years ago when it sold off many of its smaller branches.

The prime market mover is Allen Lloyd whose enthusiasm for pharmacies and drug stores

seems to have no bounds. Since getting a full Stock Exchange listing last year, the company's outlets have burgeoned from 88 to 146, "comfortably exceeding the forecast of 123 at flotation". With the announcement this week of the purchase of Billington and Scotts, Lloyds now own 218 pharmacies and 80 plus drug stores. Mr Lloyd does not believe the new NHS legislation will affect the company's ability to expand rapidly "... since there are 11,600 chemist stores in the UK, Lloyds Chemists will be presented with opportunities for planned growth".

The key both for pharmacy and the public is whether these major realignments will benefit the patient. The High Street pharmacy is currently valued by public and Government alike as a source of personal health care advice and medicines. And, while it is true that there is still some scope for improvement in both the professional and trading image of many independents, it is to be hoped that with the High Street uniformity inevitably stemming from these ever bigger amalgamations, the public will not lose that special brand of personal service that is more usually found in the proprietor-run pharmacy rather than the managed variety.



Regional purchasing falls in with MMM report

Regional health authorities have responded well to proposals for increasing efficiency in hospital pharmaceutical purchasing.

The proposals were made in the MMM Consultancy Group report which was sent to the regions earlier this year by Tom Critchley, NHS Management Board director of procurement. The regions were asked to identify areas in which they thought savings could be made, based on the report's guidance.

Savings are already being achieved by improved stock control, stock reductions and better contracting and tendering, Mr Critchley said this week. Although unable to quote any figures, he said opportunities for "significant" savings had been identified. The MMM report had suggested possible savings of at least £15 million a year.

All 14 regions in England have set up or agreed to set up pharmaceutical supplies groups, in line with the report's recommendations. Another suggestion was that short-line stores should be used for fast-moving products, with most other lines being obtained from a prime wholesaler. Four regions have opted for short-line stores, including Wessex where one already existed, and other regions are

looking at the possibility of wholesalers providing the short-line items. All regions have accepted the philosophy of centralised buying.

Mr Critchley said closer links had developed between pharmacists and supplies officers: "It is encouraging to see that through closer liaison and co-operation between the two functions improvements can be made in both service quality and cost effectiveness."

Bill Darling, National Pharmaceutical Supplies Group chairman and Pharmaceutical Society Council member, said there had been no encroachment of supplies officers into pharmacists' professional functions, which some had feared when the MMM report was first published.

Further issues to be considered by health authorities include establishing firm timetables for action, setting broad targets for reduced spending on pharmaceutical purchasing, and establishing clear management accountability for the changes. An important priority was improved management information systems, including computerised control of pharmacy activities and production of information for use in purchasing.

Regions will comment on further progress in six months time.

Tender idea for NHS contractors

Pharmacists are partly insulated from competition in their new contract with the Government. But this needs to be supplemented by pharmacists periodically tendering against each other for the right to an existing NHS contract.

This is one idea put forward by former Treasury official John Peet in a paper from the Tory "think tank" Centre for Policy Studies entitled "Healthy competition — how to improve the NHS".

Competition is seldom found in primary care, he says, in spite of the fact that most of the providers are self-employed small businessmen. "Primary care ought to be tailor-made for competition between them to the benefit of both patients and taxpayers," he suggests.

It was through dissatisfaction with primary care services that the Government initiated last year's review. It

was felt that Britain's primary care service was not doing a good job by international standards. "There is not much hope of the Government's review leading to radical changes: some of the more radical ideas were excised from the consultative document even before publication, and those that remain have been resolutely opposed by the medical profession," says Mr Peet.

He goes on to suggest that the principle of competitive tendering could be extended to the right to contract to practise: FPCs could be empowered to award and terminate contracts to doctors, dentists, pharmacists and opticians. Regular tendering to pharmacists could make the job of regulating them and assessing the quality of service easier.

In the managed service the most important change to encourage competition has already been made with the introduction of general managers. The paper's publication comes at a time when alternative methods of funding the health service are part of a growing debate on social issues.

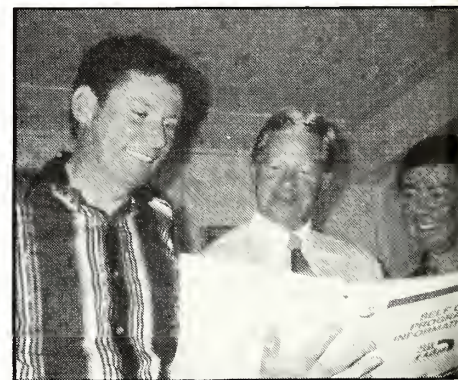
Call for more checks on OTCs

Safety monitoring of OTC medicines can and should be improved without undermining their cost effectiveness, says Glyn Volans, director of the Poisons Unit, Guys Hospital (British Medical Journal).

And he calls for a more active role for pharmacists in collecting and reporting adverse drug reactions for OTC medicines.

Dr Volans says that as the number of prescription drugs available is reduced by "negative lists" and new licences are granted for OTC medicines, the resulting changes in safety and efficacy must not be neglected. He says the contraindications may be ignored, the potential for drug interaction increases and under-reporting of ADRs is likely. "Self-medication may result in avoidable morbidity or mortality because of a delay in seeing the doctor", he writes.

Dr Volans' plans for improvement include the suggestion that primary responsibility for monitoring is with manufacturer, that doctors should have easily accessible information on the contents and uses of OTC medicines, and authorities should alter their handling of ADRs to allow comparison of OTC and prescription products. He also favours greater use of Poison Information Services to monitor OTC overdosing, and international collaboration especially when different countries release the same drug for OTC sale.



National Pharmaceutical Association director Tim Astill was introduced to the Australian Self Care Programme by John Bell (left), national president of the Pharmaceutical Society of Australia, and Warwick Plunkett, president of the New South Wales branch, when they visited Mallinson House recently. The scheme operates through pharmacies

Drug buying in focus in Cheshire

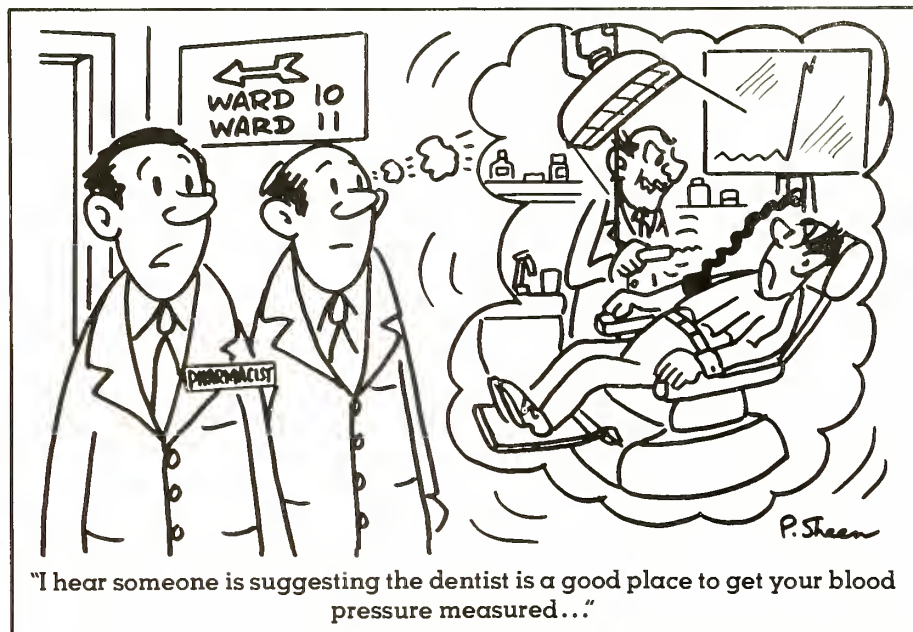
Whether community pharmacists would benefit from being able to buy their drugs from health authority regional stores is to be looked at as part of a proposed review of primary health care services in Cheshire.

The idea for a review of health services came initially from Cheshire Family Practitioner Committee after discussions with the Regional Health Authority. The two organisations wanted to find a way of eliminating overlaps in the services they offer.

A feasibility study has found a review to be viable, and it is now up to the chairmen of the RHA and FPC to decide whether to go ahead with a full review in Cheshire's five district health authorities.

FPC administrator Clive Parr told *C&D* that on the strength of the results from the feasibility study it is likely the review will go ahead.

In the pharmaceutical arena, the review may initially focus on where



community pharmacists might best buy medicines. "We would like to look at whether there would be any advantage for community pharmacists to buy through the regional supplies organisation at an early stage," Mr Parr said. Co-ordination of care between community and primary care teams is also likely to be looked at as well as value for money in services offered.

The review will probably be done district by district on a yearly basis, but it is unlikely the first one will take place before next Easter, Mr Parr said.

differential is not established there is a great risk of full-line wholesalers being forced to reduce their service levels."

Over one third of scripts in the UK are already written generically, although they account for only 8 per cent of the £1,500m prescription drugs bill. By 1990 some 60 per cent of prescribed medicines will be out of patent, so the market for generics will be substantial, said Mr Mair. To contain costs the government will continue to encourage doctors to prescribe generically.

Generic growth spells danger

The biggest danger inherent in the growth of the UK generics market is its potentially damaging effect on the distribution chain. Unichem chairman David Mair told the Eurocophar conference in Barcelona on Monday.

At first sight there would seem to be an opportunity for wholesalers to obtain better margins than they can get from branded drugs. However, the situation is not so simple, he said. "Over the past two years, the supply of generics in the market has exceeded demand, resulting in cut-throat pricing at both retail and wholesale level. Competition among suppliers to wholesalers has contributed to the expansion of short-line wholesalers," said Mr Mair.

Full-line wholesalers have become more aggressive in their marketing, but because Unichem prices are used in Drug Tariff calculations, price slashing would have dire consequences, he said.

Leading generic manufacturers would like to see a two tier discount structure for full and short-line wholesalers, Mr Mair claimed. "The industry recognises the legal problems, but considers that if such a

Austria no place for PIs

The Department of Health is investigating the source of supplies of Austrian Adalat Retard being offered as legitimate parallel imports.

Austria is not an EEC member state and so its products are not covered by the DHSS PI licensing scheme.

Pharmacists unsure of the origin of their PI Adalat Retard may distinguish the Austrian sourced material by the Austrian registration number 17.404 and by the manufacturer's details: "Vertrieb in Österreich: Bayer-Austria, Wien".

BP testing at the dentist

A regular check-up at your dentist should include him taking your blood pressure as well as monitoring your molars.

Just how valid such a measurement would be, bearing in mind most people's attitude to the dentist's chair, is questionable. However, Dr Graham Jackson, consultant cardiologist at King's College Hospital, London, suggests it is one way of identifying the large number of asymptomatic hypertensives in the population. "Hypertension is badly managed; half the people who have it are unaware of it", he says.

It had not occurred to Dr Jackson that pharmacists might offer a satisfactory service and are, in fact, keen to do so. The National Pharmaceutical Association reported great interest in the blood-pressure apparatus exhibited at its June show, and says over 200 members are expected to start offering the service. As it is unlikely that the local pharmacist strikes the same fear in the hearts of the public as the dentist, then the measurement would surely be a more realistic one!

More Scots "ZD"s

Flolan and Sandoglobulin injections have been added to the "nil discount" list for Scottish contractors.

They are also reminded that disposable U-100 insulin syringes made by the following firms may be supplied on prescription: Becton Dickinson (BD), Braun Medical (Omnikan), NI/Steriseal (Insupak), Rand Rocket (Clinipak), Sabre (Gillette) — with detachable needles, Sherwood Medicals (Monoject), Terumo.

Pertussis court case begins

The hearing of the mammoth test case awaited by parents of around 200 children allegedly brain damaged after being given whooping cough vaccine began in the High Court in London last week.

The action, which will establish whether pertussis vaccine can cause permanent brain damage, is being brought by Maura and Harold Loveday, of Hackney, East London, on behalf of their 17 year old daughter, Susan, whom they adopted when a few weeks old.

Mr Justice Stuart-Smith, who will deal with all the vaccine claims, will first decide as a preliminary issue, expected to last three months, whether the vaccine can cause brain damage. If he decides it can he will then have to decide whether Susan was damaged by being given the pertussis jab as a baby in 1970 and whether Dr George Renton, a GP, had been negligent. Dr Renton denied negligence.

The vaccine manufacturer, Wellcome Foundation, has been joined as a defendant in the action — it will bear its own costs — to argue the merit on general causation. There is no claim for negligence against the company.

Mr Brodie, QC, said Susan was a lively, normal baby before she was given a series of three injections between May, 1970 and January, 1971, when she was three months old. After each injection she developed a high temperature and screamed for up to two days, he said. When she was nine months old she could not sit up unsupported, he said. "The damage certainly seems to have been done by the time the second injection was given."

Mr Brodie told the court that the judge would have to decide whether published information on when the drug should not be given, such as if a baby suffered an adverse reaction after the first injection, was relevant, and if so whether in Susan Loveday's case, Dr Renton negligently disregarded it.

Mr Edward Machin, QC, for the Wellcome Foundation, said: "We do not and have never sought to prove the safety of the vaccine, that would be impossible."

Mr Brodie said there were scores of cases during the past 50 years in which children either died or suffered permanent brain damage after being given the pertussis jab. There were too many cases for them all to be coincidence.

The case against Dr Renton, of Ilford Mills, Bradford-upon-Avon, Wiltshire, who has a surgery in the High Street, Wickford, Essex, continues.



Bayer and their balloon Bubbles are backing an "Amazing Greats" series whereby well-known people do different things in an attempt to raise £100,000 for leukaemia research. Here Rula Lenska prepares to attempt to break the women's UK distance record in a hot-air balloon, monitored by her "Minder" and husband Dennis Waterman, who will also collect sponsorship money. An Alka-Seltzer Fizz Aid Campaign over the Summer raised £1,500 for charity

'Abortion pill' on trial

Clinical trials of a drug which offers an alternative to surgery in abortions, are to begin in the UK.

The Department of Health has approved Roussel Laboratories application for a study of RU486 (mifepristone) in 1,000 women with pregnancies of less than seven weeks. It is expected to take 12 months.

RU486 — dubbed the "abortion pill" in the Press — has been developed by Roussel's parent company Roussel-Uclaf, in Paris. It is a steroid which acts by blocking progesterone receptors in the uterus, and is being investigated in combination with prostaglandin. Clinical trials are underway in 20 countries and Roussel claim it is the first international trial of a anti-progesterone.

Pharmacist's price & quality endorsement	No. of days treatment N.B. Ensure dose is stated	NP	Prescriber's Office use only
<p>R - Complete Voice Re. v - app of voice & breathy diff</p>			

This message from GP to receptionist was intended as advice for a patient with a voice problem, not as a prescription. Perhaps the doctor was taking his own suggestion of voice rest literally

AIDS campaign hits home

Awareness of the Government's AIDS publicity campaign is extremely high and believed to be greater than for any other "social persuasion" campaign in the UK.

The leaflet delivered to households had a claimed readership of four out of five people under 65, according to research carried out between February 1986-87 in which over 3,000 adults (aged 18-64), 800 young people (13-17) and nearly 1,000 homosexual men were interviewed.

There appear to have been major changes in claimed sexual behaviour of homosexuals, with the average number of partners in the year falling from 10.5 to 4.8, but it is thought the campaign played only a minor role. Significant changes in heterosexual behaviour were not detectable.

About 6-7 per cent of adults claimed to have had two or more partners of the opposite sex in the past year and this proportion did not change over the year. About a quarter of men with two or more female partners said that, as a result of what they had heard about AIDS, they had reduced the number of partners. A similar proportion said they were using sheaths more often. There was strong evidence that condoms were used more frequently during anal intercourse. "AIDS: Monitoring response to the public education campaign February 1986-7," HMSO £10.95.

Another 54 cases of AIDS were recorded in the UK in September bringing the total number recorded since 1982 to 1,067. According to the latest Department of Health figures for September another 33 patients with full clinical AIDS died, taking the total number of deaths from the disease to 605 since 1982. The total number of people recorded as HIV antibody positive is now 7,557, says the DHSS.

Dr John Roger James BM, BCh. of Somers Health Centre, Blackfriars Close, Somerstown, Southsea, has been prohibited by the Secretary of State, under the Misuse of Drugs Act, from prescribing, administering and supplying and from authorising the administration and supply of any Controlled Drug except the following: (a) Any substances and products specified in Schedule 4 to the Misuse of Drugs Regulations 1985; (5) Any preparation specified in Schedule 5 to the Misuse of Drugs Regulations 1985.

Which? looks at arthritis relief

Most arthritis sufferers questioned in a *Which?* magazine survey had gained relief from medication, but one in five stopped taking prescription medicines because of side effects.

The survey of over 2,000 arthritics found that 54 per cent had tried prescription drugs in the previous 12 months; 81 per cent said they had been helped. Just under one in five had suffered some ill effects; about half told their GP but one in five stopped taking the drug without consulting their GP.

Thirty-seven per cent had used OTC medicines in the previous 12 months, of whom 79 per cent said they had been helped. Of the 29 per cent who had tried some form of treatment other than drugs, physiotherapy or surgery, 64 per cent thought their pain had been reduced by the treatment they had used most recently.

The most common "unorthodox" remedies tried were supplements (14 per cent) such as cod liver oil, vitamins or green-lipped mussel. Eight per cent wore a copper bracelet. "No one really knows whether or not these cures work", comments *Which?*, published by the Consumers' Association. Half those who had tried such products found them useful.

Herbal medicine was used by 95 people as their most recent treatment and almost all had treated themselves without a practitioner's advice. Just over half found their pain was helped. Over half the 49 people who had tried homoeopathy said they had benefitted and over half had treated themselves.

Lucky chaps!

This year, for every first year male undergraduate in the pharmacy departments of the UK, there will be two women, if the preliminary results of a C&D survey are correct.

Approximate numbers confirmed by 11 schools of pharmacy this week, show that nearly 550 female pharmacy students will take the first year of a pharmacy degree with 280 male pharmacy students. Men will be the thinnest on the ground in Nottingham, where 14 of them will share lectures with 61 women. And at Brighton and Manchester the ratio will be three to one in favour of the girls.

In only one of the schools C&D surveyed — Aston — were there more men than women (38 to 33).

Practice twenty questions

Alan Smith, the Pharmaceutical Services Negotiating Committee's chief executive, last week listed 20 ways to a good practice allowance. So I rushed to tick off the ones I could get now if they were being paid for. I'm lucky, since I have a bit of space I could use which offers a degree of privacy. By re-opening an old doorway, for example, I could give access to a storage area, which would be within earshot of the shop yet be out of sight.

So I ticked off: 1. Counselling quiet area; 2. Appliance fitting room... same place; 3. Collection and delivery service — I've already operated one, but don't advertise it in case it becomes a rod for the back; 4. Oxygen — always stocked it; 5. Patient records? No, don't think it practicable without a computer of enormous capacity, 20Mb at least, plus back-up; 6. Training of ancillaries — give myself half a mark. I train them to do what I want, neither more nor less; 7. Training pre-reg students — no, don't think I'm good enough; 8. Tuition to vocational trainees. What does this mean? YOPs?; 9. Experience to undergraduates — possibly. How do you go about it?; 10. Urine analysis — not yet, but it seems a logical extension of No 11; 11. Pregnancy testing — of course we do this; 12. Blood pressure testing — yes, I already have a BP measuring machine; 13. Weighing — have scales... will weigh; 14. Minimum dispensary space — real problem this; 15. Minimum dispensary equipment — think we have more than the minimum; 16. Second pharmacist — not yet, as this depends on income from trading and dispensing; 17. Rota...; 18. 24 hour service — yes, in that my phone number is on door and held by local GP's for emergency use; 19. Supervisory service for homes, private and institutional — Not so straightforward as it looks, I guess my answer has to be "No"; 20. Service on drug and therapeutic committees... no.

So there we are. A quick round-up suggests I might gain 12 out of 20 points, which, if Mr Smith's point system counts, might net me an extra £6,000 allowance a year! You know, I warm to that man. Now for the conjuror to make the money appear!

Prestidigitation

We had a party for the kids a while ago. A local friend is a keen amateur conjuror and he was pleased to be asked to entertain... which he did. One or two

rather clumsy sleights of hand, but the children and grandmas were delighted, especially at the simpler tricks like making things disappear, and then all of a sudden producing them out of nowhere! Marvellous! Magical! Defying nature!

Well, in case you didn't realise, we have just discovered a splendid new conjuror at the Department of Health and Social Security. As we all know, those pharmacies which applied to open under the old contract rules were required to be open by September 30 or would have lost irrevocably their right to a contract under the old terms.

But now, at the last minute, nay, after the last minute, the mighty all-powerful conjuror hidden in the depths of the DHSS, having led everyone to believe that those things which had disappeared could never re-appear, has produced a magical letter, which when rubbed on the noses of pharmacists who thought they had secured safety for their colleagues, enables the leapfroppers to appear after all! Somehow our gasps of amazement seem to lack the delight which our children expressed. But then, as adults, we know when we are being deceived.

The only relief I can find in this duplicity lies in the allowance that family practioner committees *may* use some discretion. It is my fervent hope that having been told at the beginning of February that the cut-off point would be watertight, FPCs will stick to it, recognising that, with few exceptions, most of the applications were opportunist in nature, intended to beat new regulations designed to encourage a more logical and useful spread of pharmacies in the land. There is little point in using discretionary powers to help the establishment of a new pharmacy a few doors away from an existing one, when the spirit of the new contract rules is quite clearly opposed to it, never mind what excuses may be thought of by the applicant...

Peter Boardman: greatly missed

I'm sure all of us were shocked to read of Peter Boardman's sudden death. I spoke to him once or twice, and found his sound knowledge tremendously helpful when I made inquiries of PSNC regarding points of our contract. When I met him at one of the Local Pharmaceutical Committee conferences the occasion was great fun and enjoyed by all. As a fairly typical grassroot contractor I can only say, along with everyone who had contact with him, that he will be greatly missed. We grieve his passing.

Olbetam caps

Farmitalia Carlo Erba Ltd have launched Olbetam, a new hypolipidaemic agent. The active ingredient is acipimox which inhibits the release of fatty acids from adipose tissue, and reduces the blood concentration of very low density lipoproteins (VLDL or pre-beta) and low density lipoproteins (LDL or beta) with a subsequent overall reduction in triglyceride and cholesterol levels. Olbetam also has a favourable effect on high density lipid proteins (HDL or alpha) which increase during treatment.

Manufacturer Farmitalia Carlo Erba Ltd, Italia House, 23 Grosvenor Road, St Albans, Herts AL1 3AW

Description Red-brown/dark pink hard gelatin capsules, marked "Farmitalia Carlo Erba" containing acipimox 250mg as a white to cream powder

Uses For the treatment of lipid disorders characterised, according to Fredrickson, by elevated plasma levels of triglyceride (Type IV hyperlipoproteinaemia), or cholesterol (Type IIa) and both triglycerides and cholesterol (Type IIb)

Dosage Daily dose to be adjusted individually depending on plasma triglyceride and cholesterol levels, normally between 500mg and 750mg/day, divided and taken with food. Lower dose is advised in Type IV and higher doses in Types IIa and IIb. Doses of up to 1200mg have been used safely administered for long periods. In renal impairment dosage should be reduced on the basis of creatinine clearance values

Contraindications, warnings etc Olbetam is contraindicated in patients who are hypersensitive to the drug, and those with peptic ulceration. See Data Sheet *Pregnancy and lactation* Olbetam should not be given to women who are, or may be, pregnant or breast feeding.

Side effects Skin vasodilation with flushing, itching and heat sensations especially at beginning of therapy; also rash, erythema. These symptoms usually disappear during first few days. Gastric disturbances — headache and malaise have been reported

Supply restrictions Prescription only
Packs Blister strips of 10 in packs of 100 (£40 trade)

Product licence 3433/0097

Issued October 1987

Erythroped A

Abbott Laboratories are introducing Erythroped A Sachets. Each sachet contains 1g of erythromycin as erythromycin ethylsuccinate as free-

flowing orange-flavoured granules which form a fine suspension in 100ml of water. Each sachet contains 7.2g of sucrose and colouring agent is an azodye, E110. A carton of 14 sachets costs £6.82. The product licence number is 0037/0141. *Abbott Laboratories Ltd, Queenborough, Kent.*

Retrovir caps

Retrovir capsules are now available through wholesalers, say Wellcome. Supplies have previously been ordered direct from the company. A pack of 10 blister strips of 10×100mg capsules costs £143.25 (trade). *The Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB.*

Omnikan go square

B. Braun Medical are introducing Omnikan Insulin syringes with square barrels.

This new design will give patients greater confidence and make handling more secure, claims the company. Both the 1ml and 0.5ml syringes have integrated needles to eliminate dose accuracy problems of "dead space", and incorporate a "back-stop" feature to prevent accidental withdrawal of the plunger from the barrel. Needle points have a triple facet bevel for maximum comfort, say B. Braun. Each syringe is individually packed, and sterile until opened and come in packs of 100 (£8). *B. Braun Medical Ltd, 13 Farmborough Close, Aylesbury Vale Industrial Park, Stockdale, Aylesbury, Bucks.*

Kerfoot generic shake up

Kerfoot Pharmaceuticals add three new products to their generic range. Baclofen 10mg tablets are white, flat, bevelled and embossed with "BN" breakline "10" on one side, and "G" on the reverse, (100 £11.99). Metoprolol 50mg, 100mg tablets are white and biconvex. The 50mg tablets are embossed with "ML" breakline "50" on one side, and "G" on the reverse. 100mg tablets are embossed "ML" breakline "100" on one side and "G" on the reverse. (100, 50mg £4.13, 100mg £7.65). Temazepam 10mg, 20mg capsules are yellow, elliptical and marked "G" (500s, 10mg £8.95, 20mg £14).

The company is also introducing the following pack and product changes:

Naproxen BP 250mg, and 500mg tablets are now yellow (previously white). Amoxycillin syrup 125mg/5ml is available in a clear glass bottle (previously plastic) and is lemon in colour. Co-trimoxazole 400/80mg tablets are now 11.5mm diameter, biconvex with a single breakline. Amiloride BP 5mg the diamond shaped tablets are now available in a 500 pack size (previously 250 pack size). Dihydrocodeine tablets are now embossed "K" over "275" on one side and plain on reverse (previously embossed "DH" breakline "30" on one side, "G" on reverse. *Kerfoot Pharmaceuticals, Thomas Kerfoot & Co Ltd, Ashton-under-Lyne, Lancashire OL7 9RR.*

BRIEFS

Pharmax say that Beogex suppositories are being renamed **Carbalax**. *Pharmax Ltd, Bourne Road, Bexley, Kent DA5 1NX.*

Somatonorm 4iu injection can now be administered by the subcutaneous as well as intramuscular route of injection. The weekly dose should be divided into two or three intramuscular or six to seven subcutaneous injections. *KabiVitrum Ltd, KabiVitrum House, Riverside Way, Uxbridge, Middlesex UB8 2YF.*

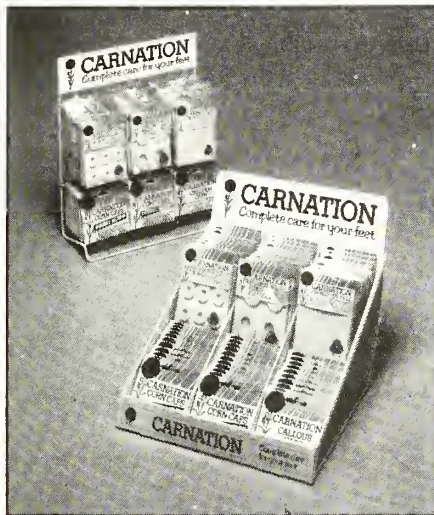
Hillcross Pharmaceuticals have added the following generics to their range: dipyrindamole tablets 100mg (100 £11.60); metformin tablets 500mg (500 £11.95), 850mg (300 £11.95); metoprolol tablets 50mg (100 £4.70, 500 £23), 100mg (100 £8.70, 500 £42.75); methyldopa tablets 125mg (250 £5), 250mg (1,000 £36.50), 500mg (500 £36.50). All prices trade. *Hillcross Pharmaceuticals Ltd, Primrose Mill, Harrison Street, Briercliffe, Burnley BB10 2HP.*

A new 300ml size (£3.97) of **Alupent syrup** will replace the 250ml pack and will be phased in as stocks of the 250ml size are used up. *Boehringer Ingelheim Ltd, Ellesfield Avenue, Bracknell, Berks RG12 4YS.*

Stelabid tablets are being discontinued and the product licence allowed to expire on December 31. *Smith Kline & French Laboratories Ltd, Mundells, Welwyn Garden City, Herts AL7 1EY.*

Wellcome are introducing **Polytrim Ophthalmic Ointment 4g** for treatment of external bacterial infections of the eye.

The company says that the **Zovirax Shingles pack** is now being referred to as the **7 day Shingles Treatment pack**. *The Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB.*



Feet first

Cuxson, Gerrard have introduced two new merchandising units for the Carnation Footcare range. As from October 5 the range will be sold and merchandised by the Seton Healthcare national salesforce. Cuxson, Gerrard & Co Ltd, Oldbury, Warley, W. Midlands B69 3BB.

In camera

David Anthony Pharmaceuticals have added the Sirius B10 to their range of 35mm compact cameras.

The B10 features an integral lens shield and retails at £54.99. It comes complete with wrist strap and case, say David Anthony Pharmaceuticals Ltd, Spindus Road, Speke, Liverpool L24 1YA

Simplicity itself

Kimberley Clark are backing their Simplicity sanpro brand with £2m of advertising and promotions.

Advertisements, in the women's Press and on television, will tell consumers about product improvements on Simplicity size 1 and 2 towels, Night-time and Stowaway. Kimberley Clark Ltd, Larkfield, Nr Maidstone, Kent.

Dew you?

From November 1 for four months, Optrex will be supporting Eye Dew with a £150,000 Press campaign — the first time the products been advertised since 1984.

The colour advertisements will be targeted towards younger women, highlighting the eye whitening properties of the drops using the headline "I don't, I don't, Eye Dew".

Eye Dew counter units are available from Crookes Healthcare representatives, Crookes Products Ltd, PO Box 94, 1 Thane Road West, Nottingham NG2 3AA.

Chemist & Druggist 10 October 1987



Styles for the sun

The Marby sunglass collection for next year includes Mistral range in five types.

Mistral '88 comes in Optique (£19.50); Activ (£13.50-£19.50); Elegance (£11.50-£17.80); Chic (£9.95-£15.50), and Rapide Sprint (£19.30-£19.50).

Packs of 150 products across the range come with a loaned 100-piece floor unit, and 75 pieces with a 48 piece unit.

The company will continue to offer Guy Laroche and Drakkar Noir in their couture range, Laser for men and women, and Eclipse in children's, women's, men's and clip-ons, again in a variety of packs and with stands. Marby Lloyd, 16 Midland Terrace, Fishponds, Bristol, England BS16 3DH.

Rennie Plus from Nicholas

Nicholas Laboratories are launching Rennie Plus formulated to ease wind.

Each leaflet contains magnesium hydroxide (100mg), aluminium hydroxide and magnesium carbonate (275mg) and a defoaming agent, activated methylpolysiloxane (250mg).

Rennie Plus comes in a mint flavoured chewable tablet; the recommended dosage is one or two tablets to be taken as required, to a maximum of eight in one day. Packs contain 18 blister-wrapped tablets (£1.35) packed in outers of six.

Nicholas are supporting the launch with a national Press campaign in November and December, while a £600,000 television campaign for the parent brand runs nationwide this month.

Nicola Dudman, senior product manager, says "Rennie Plus will benefit from belonging to the established Rennie family, while its dual action formula is going to appeal to those suffering from more severe indigestion." Nicholas Laboratories, PO Box 789, 111 Wandsworth High Street, London SW18 4JB.

Fresh air market is stale

The air freshener and insecticide market is failing to produce the strong growth thought possible, according to the latest Market Direction report from Euromonitor.

The report covers the markets of the US, UK, West Germany, France and Italy for 1982 to 1991.

Although sales in the five markets studied are worth the equivalent of \$1.27 billion at 1985 prices, combined sales are growing by only 1.5 per cent per annum.

The market is forecast to show improvements in the early 1990s with more penetration and usership. But Euromonitor are sceptical about the amount of improvement: "It is difficult to envisage more than marginal increases in market size, with new product launches creating only sporadic surges in demand."

What the market really needs, says the report, is a solid gain in the number of regular users and increases in their levels of consumption.

So manufacturers have been keen to develop refill products, hoping they will become durable household items, encouraging refill buying on a regular basis. But though these have long been available in the air freshener segment, they haven't so far developed into a regular shopping item.

"Atmospheric" scents are being touted as the market's future, according to Euromonitor. These use "mood enhancing" fragrances to improve a room's atmosphere, rather than just getting rid of bad smells.

In the insecticide sector, interest is being shown in electric dispensers operating with chemical slabs, for which Italy is a pioneer and market leader, but these developments are unlikely to develop mass-market appeal for some time, says the survey.

Sales during the next five years will be influenced to a great extent by weather conditions, which affect flies, insects and even bad smells.

Assuming average conditions, the French and US markets have the best projected growth. But only marginal gains are forecast for the UK.

Euromonitor also note consumer concern about the use of chemicals around the house, particularly in West Germany, where such issues are especially sensitive. "Air fresheners and insecticides one country survey" (£850). Euromonitor Market Direction, 87-88 Turnmill Street, London EC1M 5QU.

**TRUST EVER READY TO MAKE
A 25% IMPROVEMENT TO A BATTERY THAT'S
ALREADY THE RUNAWAY BEST SELLER.**

Silver Seal isn't just Britain's best-selling battery.

It's now the best battery of its kind in Britain.

The reason is simple.

At Ever Ready we don't believe in resting on our laurels. And we're forever improving our products.

In fact, the Silver Seal improvement is a giant leap in battery technology.

And you don't keep that kind of information to yourself.

We'll be letting everyone know about it in a £1.5 million campaign starting in November.

We'll be in both the national press and colour magazines.

And there'll be a big launch promotion based on last year's highly successful 'The Price is Right' competition.

The phrase is apt because although Silver Seal now lasts 25% longer, your customers will be pleased to know that the battery hasn't gone up a penny in price.

That should lead to a lot more than just pennies filling your till.





Supersoft goes Super-lite

Supersoft hairspray is claimed to be the first toiletry to use the Super-lite plastic aerosol.

The most popular size — 200ml — is being repackaged in a PET container as part of the brand's relaunch. Eventually Reckitt and Colman hope to use this lightweight material for the other two sizes in the range.

The new formula has four variants — normal, extra body, extra firm, and hairspray for dry, treated hair. A £2.8 million national television campaign runs from the end of November until January and there is an extra contents promotion of 25ml in the 125ml and 200ml sizes and 45ml in the 300ml size. *Reckitt and Colman Products Ltd, Dansom Lane, Hull HU8 7DS.*

ON TV NEXT WEEK



GTV Grampian	U Ulster	STV Scotland
B Border	G Granada	(central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	Bt TV-am	TT Tyne Tees

Askit powders:	GTV, STV
Bic razors:	Bt
Clearasil:	All areas
Deb soap dispenser	LWT, Bt
Deep Fresh:	Y
Disprin:	All areas
Fiesta kitchen towels:	All areas
Lipcote:	C
Maalox Plus:	Y
Macleans:	All areas
Pea Douce Babyslips:	Bt
Reach toothbrushes:	All areas
Seven Seas cod liver oil:	STV, G, C, TTV, TT
Simple:	TTV, C, TVS, G, A
Vantage:	All areas

Medima angora bodywarmers are being distributed exclusively by John Bell and Croyden, Wigmore Street, London and not as stated in *Counterpoints*, September 26, p602.

Fashion touch

L'Oreal are basing their Autumn backing for Recital Performance on the theme "Night and day".

The promotion links hair colour with the new season's fashion trends and features model Jerry Hall wearing day and evening wear in black and white. It will major on in-store displays with trade window incentives, and a national consumer competition offers a prize of a weekend at the Ritz and free gift offer.

"Night and day" will also be supported by a Press campaign in leading women's magazines to the end of December. *L'Oreal, 30 Kensington Church Street, London W8 4HA.*

Get set

Laughtons are bringing out the Twincio toiletries collection, a line of brushes and accessories for travel and home use.

The range comes in four colours: pink, blue, peach and mint green. It comprises a shell soap dish (£0.69), tumbler (£0.65), soap box (£0.65), toothbrush holder (£0.55), denture bath (£0.69), soap tray (£0.45), standard nail brush (£0.59), double sided nail brush (£0.85) and deluxe nail brush, with handle (£0.85). *Laughton & Sons Ltd, Warstock Road, Birmingham B14 4RT.*



Deb Push Button soap is supported in the London area this month with a door-to-door mail drop. One million homes will receive a leaflet detailing a £1 cash back offer. The product is also featured in a 30 second television commercial and the women's Press and Sunday supplements. *Deb Ltd, Forfar Works, Belper, Derbyshire DE5 1JX*



J&J brush up on sales

To generate increased trial of the Empathy hair care regime for the over 40's, Johnson & Johnson are offering a free branded hairbrush to consumers purchasing the shampoo, conditioner, hairspray or styling mousse.

To obtain the brush (worth at least £1.50 at retail) consumers are asked to send in one proof of purchase and a 13p stamp. The promotion features on neck tags on the shampoo and conditioner and dry peel stickers on styling mousse and hairspray. *Johnson & Johnson Ltd, Brunel Way, Slough, Berks SL1 4EA.*

Miners face the future

Miners have launched their second annual student art competition, sending information packs to the heads of art at 3,500 schools.

The theme of this year's competition is "Looking Forward" and students are being asked to create a youth style or cult for the 1990s.

The competition is divided into fifth-formers and sixth-formers and the two winners can choose as their prize either an Olympus auto focus camera with zoom lens, flash gun and carry case, a Sharp colour TV and video recorder, or a Sharp stereo hi-fi system with compact disc player; plus £500 for the art department of their school. The six runners-up — three in each category — will receive a portable Sharp personal stereo system with F.M. radio, cassette players, earphones and TV, together with £100 for their school's art department. *Miners Student Art Competition, PO Box 352, Bristol BS99 7BR.*

DON'T RUN OUT AND LOSE OUT

£1½ Million
National T.V.
Advertising
November.



THE LAUNCH OF THE MOST SUCCESSFUL NEW INDIGESTION REMEDY FOR YEARS LEFT MANY RETAILERS OUT OF STOCK – OUT OF PROFITS, WHILE SETLERS TUMS CUSTOMERS STILL POURED IN.

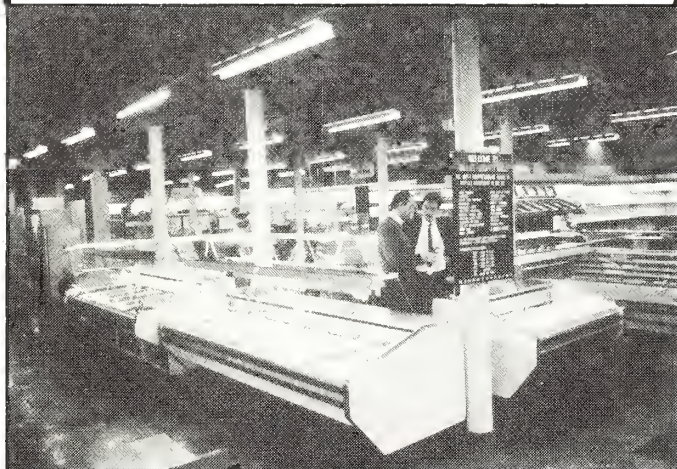
£1.2 MILLION ON T.V. HAS ALREADY BUILT AN IMPRESSIVE MARKET SHARE FOR THIS UNIQUE PRODUCT.

THIS NOVEMBER WE ARE GIVING SETLERS TUMS ANOTHER £500,000 BOOST ON T.V. IN THE RUN UP TO CHRISTMAS.

DON'T RUN OUT AND LOSE OUT

**SHOP
DISPLAY 87**

EXHIBITION



*For
Quality –
Superb
Selection –
Low prices*

Modernisation Made Easy

Everything in display
for the modern
PHARMACIST.
Over 2000 display items
from leading BRITISH
& CONTINENTAL
Manufacturers.

Starts SUNDAY
October 18 –
WEDNESDAY
October 21
10 am – 5 pm
Tuesday 9 am – 9 pm

**Valley
Value**

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Henrietta St · Bacup · Lancs · Tel: 0706 876000
Only 4 miles from RAWTENSTALL off M66 off M62 motorways

COUNTERPOINTS



Beecham take to sport

The Ralgex range is being relaunched, with new packaging and two new products as, say Beecham, part of the company's strategy to improve and develop brands.

The company says the freeze spray market has developed in recent years, proving particularly popular with sports people. New Ralgex freeze spray's (125ml £1.40) formula provides relief from knocks and bruises, and has an analgesic ingredient for a long lasting effect. Active ingredients are trichlorofluoromethane 77.35 per cent, Dichlorodifluoromethane 13.65 per cent and glycol monosalicylate 4.8% per cent.

Beecham say the benefits of topical analgesic sprays have been appreciated for years by those suffering from muscular or rheumatic pain, lumbago and sciatica but the odour accompanying this treatment is not always popular. Beecham have launched a low-odour spray (125ml £1.49) into the Ralgex range, which the company hopes will encourage people who have previously been concerned by the smell to use the new product.

The whole Ralgex range is being repackaged in new livery, with slim-line cans, cream and stick projecting an image of efficacy, warmth and movement, say Beecham. To support the relaunch and to encourage consumer trial, added value packs will be available, offering 20 per cent extra free on the spray, low odour spray and freeze spray and 10 per cent extra free on Ralgex cream.

A £400,000 national press advertising campaign in support of the whole range will commence in this month and run through until March 1988. Beecham Health Care, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

WLHC sweeten up

Warner Lambert are to take on sales and distribution of Hall Brothers medicated confectionery products to chemists.

The company's self medication salesforce will concentrate their efforts behind Hall Brothers top selling lines: Mentholyptus, Stickpacks and Dentyne chewing gum. Mentholyptus will be supported by a national television campaign during the coughs and cold season. Warner-Lambert Health Care, Mitchell House, Southampton Road, Eastleigh, Hants SO5 5RY.

Tums take to TV

Beecham are backing Setters Tums with a £500,000 television advertising burst.

Advertisements will run nationally during November, bringing the total spend this year to £1.7m. Beecham Healthcare, Beecham House, Great West Road, Brentford, Middlesex.

**Thanks to Mr. Baker
Mrs. Wilson is now pregnant.**



Chefaro proudly announce the birth of a new product.

We've named it Discretetest: the first of a new generation of Ovulation Tests.

Discretetest, quite simply, eases the path to conceiving by telling women when they're at their peak of fertility.

Which, in many cases, could save months of fruitless trying.

Naturally, we expect our new arrival to grow healthily.

We estimate that as many as 1 million women a year will be interested in a product like Discretetest.

To make sure they know about it, we're

spending half a million pounds on advertising and promotion.

All of which bodes healthy profits for the pharmacist with Discretetest on his shelves.

If you'd like more information, telephone us on 0223 312956.

You can be sure that a lot of women will be seeking your advice about Discretetest.

And soon after, a good few of them will be hearing the patter of tiny feet.

Thanks, in no small degree, to their local chemist.

DISCRETEST

• CHEFARO DIAGNOSTIC CARE •

AVAILABLE IN BARS

NOW C

The best selling deodorant soap offers
two new products: Shield Liquid Shower Soap
and Shield Bath Foam.

They will be supported by our major new
television and poster campaign.

Order now and tap into extra profits.



TAP

AND BOTTLED





Vestric have it in the bag

A new selection of cosmetic purses and holdalls has been added to the Vestric Beauty Shapers range of sundries. Three ranges, all poly-bagged, retail from £1.25 to £3.49 with a special introductory 10 per cent discount on orders for five outers or more, say *Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.*

Gallery's nine lines

Gallery have added a new fragrance to their Second Edition range: Eau de Parfum no 9, at an introductory offer price of £1.35. *Gallery Cosmetics Ltd, Haig Road, Parkgate Industrial Estate, Knutsford, Cheshire WA16 8XN.*



Beecham Toiletries are gift packing Midas foam bath as a Christmas promotion. The three variants, each in 565ml bottles, carry personalised greeting neck labels. *Beecham Toiletries, Beecham House, Great West Road, Brentford, Middx TW8 9BD.*

Christmas bubbles over

Network Management have created a foam bath Christmas pack for Antica Erboristeria.

The gift set will consist of three different varieties of foam baths in a coloured "festive" cardboard box carrying the message "Merry Christmas". The sets will be available as a duo pack containing two variants (£5.75). Distributed by: *Network Management Ltd, Marlborough House, 50 London Road, Brentford, Middx TW8 8JL.*

Fragrance gets wheels

Raffles International Ltd have developed a consumer gift as part of a coffret for Christmas.

The coffret contains a French Line 100ml eau de toilette atomiser spray, with a scale replica car — either a 1928 Mercedes Benz SSK Roadster or a Jaguar XK 120.

Presented in a black and red box, the coffret has a recommended retail price of £24.50. *Raffles International Ltd, Imperial House, North Way, Andover, Hampshire SP10 5HH.*

Xmas packs from Giorgio

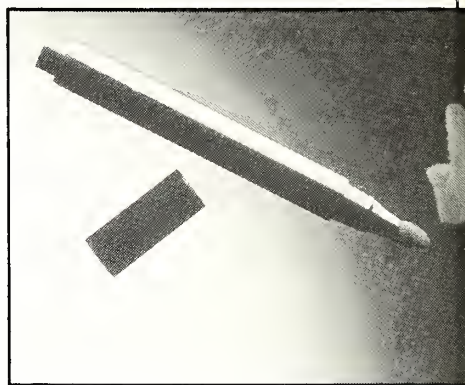
Parfums Giorgio Armani's Christmas packs include Eau Pour Homme and after shave in 50ml sizes; 75ml after shave lotion and 200ml hair and body shampoo and Deluxe soap sets containing two soaps and travel container.

For women there are packs including eau de toilette spray 35ml and body lotion; and two soaps with black travel dish. *Helena Rubinstein, Central Avenue, West Molesey, Surrey KT8 0RB.*

Could bee a gift...

Regina are launching a gift set for Christmas.

The set contains five phials of Regina Royal Jelly Concorde, and is available in packs of six (£59.70). *Regina Royal Jelly Ltd, Regina House, 2a Alexandra Grove, London N12 8NU.*



Lip tricks from HR

Helena Rubinstein are launching a new lipstick product designed along the same lines as their Perfect Liner "felt-tip" eyeliner, along with two new colour palettes for Christmas.

Lipstyler (£9.75) features a precise dosage system, allowing the user to press the end of the pen once for transparent colour, twice for longer lasting colour and three times for intense colour, and has a sponge-tip. It comes in six shades: ruby, rose, pink, orange, fuschia and brown.

The company's Christmas colour collections, Sahara and jungle, are each presented in mirrored palettes containing six eyeshadows, two blushers, one highlighter, two eyeshadow applicators and a blusher brush (£14.95). *Helena Rubinstein, Central Avenue, West Molesey, Surrey KT8 0RB.*

Could suit you

Numark are offering chemists a clothes carrier this month when they purchase counter and prescription bags.

The carrier, which can hold three suits and has two outer packets and hanging hooks, comes when retailers buy 15 cases of Numark and NPA counter and prescription bags.

Reductions this month are offered on Numark's sponges and glucose powder, and bonuses on methylated spirit, Finishing Touches, Numark medicines, tissues, kitchen towel, mousse and styling gel and Nucross packed goods. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.*

Braun get alarmed

Braun are launching a new AB1 quartz alarm clock (£7.95). Available in black or white, it is accurate to within one second a day, say *Braun Electric (UK) Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middx.*

TWINCO TOILETRIES

AN EXCITING NEW TOILETRIES BRAND

NEW COLOURS

NEW SHAPES



The Twinco Toiletries Collection is a stylishly designed modern range of useful products for home and travel.

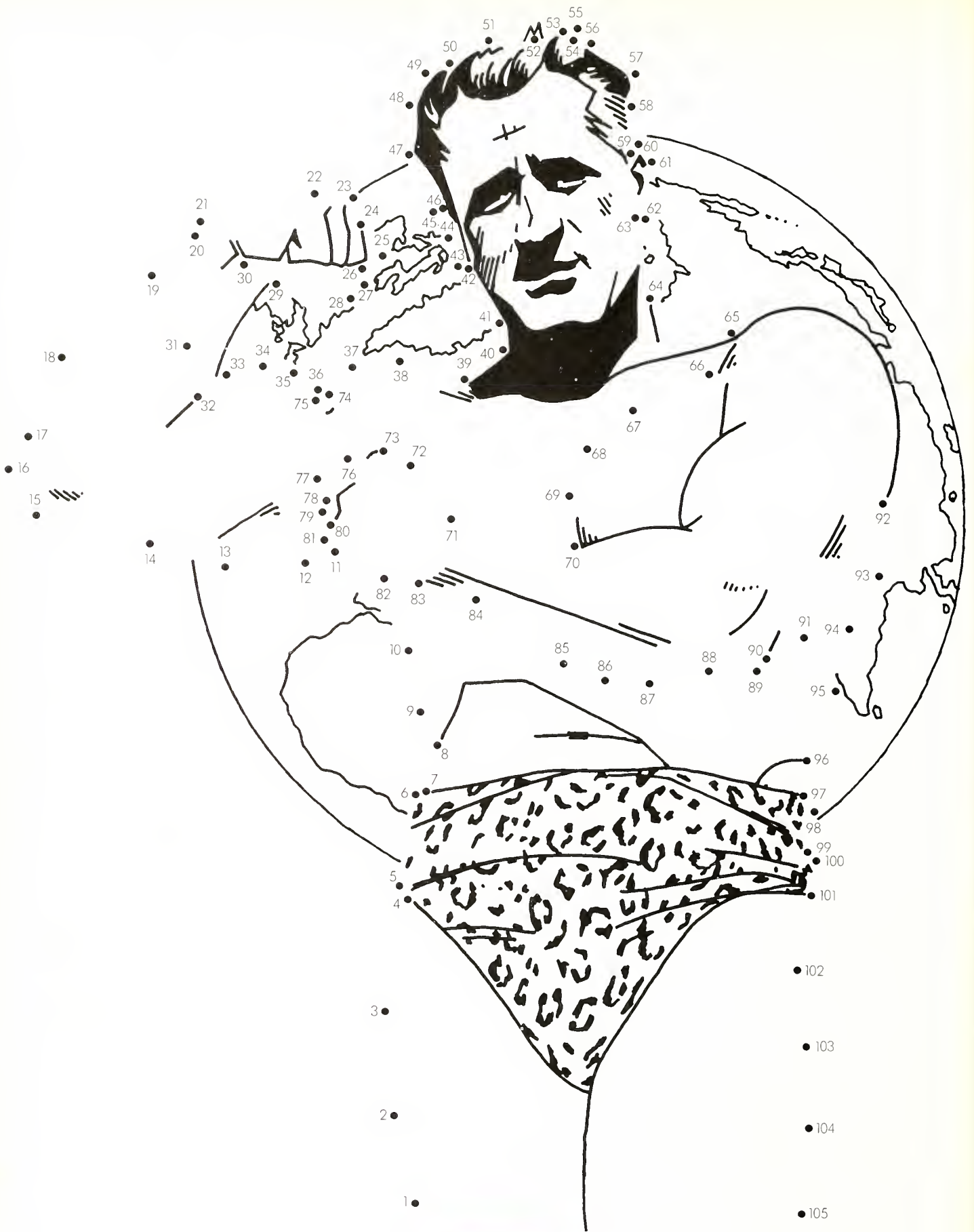
With a linking design theme, each product can be colour co-ordinated, providing that luxury feeling to a selection of functional products.

The Twinco Collection is available in either display trays of assorted colours, providing an attractive Shelf-display, or in boxes of one colour, to enable you to create your own colour co-ordinated display.

Contact your local wholesaler for full details of our special introductory offer.

Twinco Toiletries are manufactured by Laughtons, the producers of the Lady Jayne Haircare range.





- 102
- 103
- 104
- 105
- 106
- 107

**You'll be surprised
to learn the name behind
the best known names.**



When it comes to building people up Complan is the best known name.

As a result it is the undisputed brand leader as the complete meal in a drink.

And between October and January we will be running a major promotion featuring free Barbara Cartland novels.

A famous name linked with a famous name. But who is the name behind these well known names?

Crookes Healthcare, the number one healthcare company.

And as number one, you can rely on us to put all our muscle behind caring for your customers' health.



① Crookes Healthcare ② Crookes Healthcare ③ Crookes Healthcare



Behind the best names.

Going into the infra-red

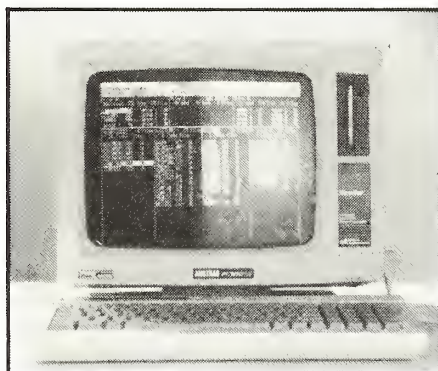
Zettler have produced the PID Z15, a passive infra-red detector.

The PID Z15 is heat-activated automatically by anyone entering the monitored area.

With a horizontal monitoring angle of 85° and a vertical angle of 35°, the PID Z15 offers a monitored area of approximately 64 square metres. *Zettler UK, Brember Road, Harrow, Middlesex.*

Pump it up

English Glass have developed the Englass Major, a self-contained dispenser pump. The pump draws the liquid up through a dip-tube: the nozzle is stationary during pumping. The Major will transfer most liquids ranging in viscosity from water to the thicker self-levelling creams, says the company. The amount dispensed at a time can be varied between 25ml and 100ml in steps of 10ml. *The English Glass Company Ltd, Scudamore Road, Leicester LE3 1UG.*



The screen filters through

Visual Display Technology have produced a new anti-glare, contrast enhancing VDU filter for the Amstrad PCW8256/8512 word-processor. The filter is designed to combat glare from windows and artificial lighting while at the same time improving display contrast and character resolution (readability) — text appears as green-on-black rather than the unfiltered green-on-grey. The filters are made from neutral grey polycarbonate and retail at £14.50 (plus 50p postage and packing) and are available from *Visual Display Technology, 450 Oakleigh Road North, London N20 0RZ.*



The Courtney Pope Sign Company has brought out a multi-use point of sale sign based on a slimline aluminium box and housing a single 30 watt lamp. The face panel is an acrylic sheet suitable for silk screening or acrylic letters. *Courtney Pope Sign Company, Cressex Industrial Estate, Coronation Road, High Wycombe, Bucks HP12 3RY*

Magnetic system

A magnetic product description and pricing system has been introduced by Showcard Systems. The new system consists of a steel back board, finished in any colour, on which printed pieces of magnetised flexible plastic of any shape, size or colour can be held by magnetism. The back board can be provided with any type of decorative frame in wood, metal or plastics. *Showcard Systems Ltd, Pendle House, Jubilee Road, Letchworth, Herts SG6 1NE.*

Pane power

A piezo-electric glass break sensor which can generate its own power has been introduced by Peak Technologies.

Called the GBD-1, the sensor uses the energy of breaking glass to produce the power needed to send a signal to a control panel, without any need for electrical wiring or batteries.

When directly attached to a pane of glass by means of industrial grade acrylic tape, it protects an area of approximately 5ft radius. *Peak Technologies Ltd, Dayson Works, Warwick Road, Borehamwood, Herts WD6 1NA.*

Through the door

Besam have introduced an automatic folding door which fits into existing door frames and is designed for confined areas.

The FD door system includes doors and operator mechanism. The standard dimensions have been adapted to fit conventional door openings, and the system is microprocessor-controlled. Besam FD can be programmed to suit individual needs, eg exit only at shop closing times. *Besam Ltd, Unit 3, Blackburn Trading Estate, Northumberland Close, Stanwell, Middlesex TW19 7LN.*

Security in the frame

A piezo-electric detection device for window frames has been introduced by First Security. As well as detecting the opening of the window, it is designed to raise the alarm if the window glass is broken — but is immune to normal vibration.

Called the 7960, the detector is supplied in a small plastic casing which can be mounted and used for roof lights. It comes in white and brown and can be adjusted for sensitivity. *First Security Group, Fleet Mill, Minley Road, Fleet, Hants GU13 8RD.*

Adam's message

Adam Equipment have launched a moving message machine, 28in long and 4in wide, with a bright red display. The moving message can take an unlimited number of messages within a maximum of 1,926 characters to be stored and scrolled, say Adam Equipment, and it costs under £400. *Adam Equipment Company, Third Avenue, Denbigh Industrial Estate, Bleichley, Milton Keynes, Bucks MK1 1EW.*



A clear-cut case

A clear, self-adhesive roll label material has been introduced by Fasson UK Ltd. The company claims its product "answers the current requirement of the pharmaceutical, cosmetic and drinks industries for a label construction which effectively disappears when applied to transparent containers — and so avoids obscuring any of their contents."

Fasson have called the new construction Fasroll top coated polyester, because the facematerial comprises a 50gsm superclear polyester film which is surface coated to enhance printability. A similar transparent polyester film is also used for the protective backing. *Fasson UK Ltd, Eastman Way, Hemel Hempstead, Herts HP2 7HE.*

A right turn up for the books.

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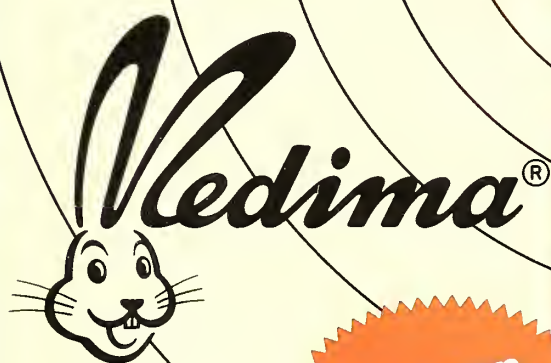
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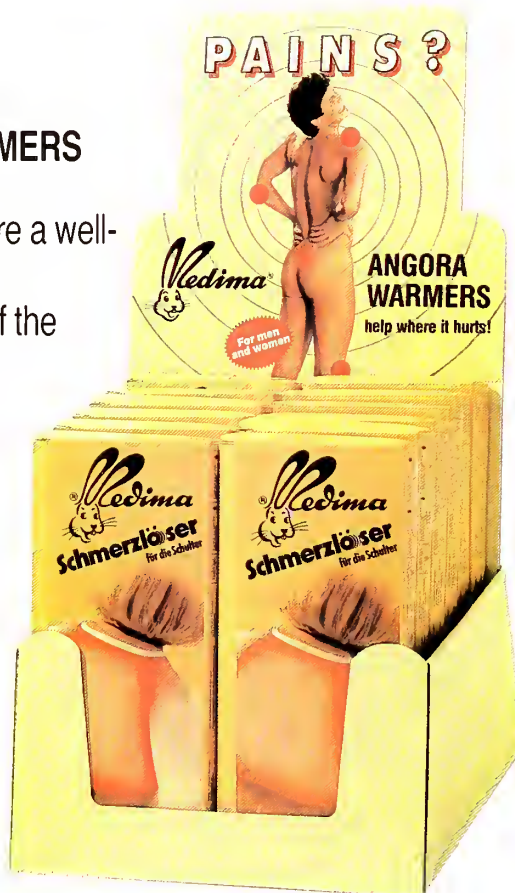
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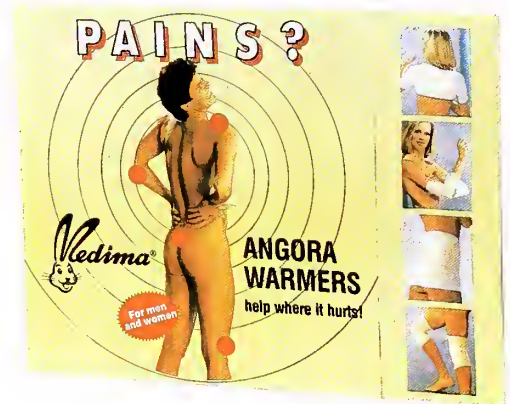
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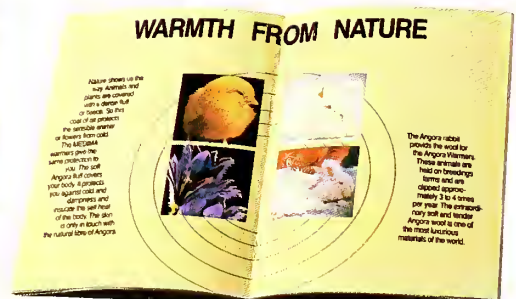
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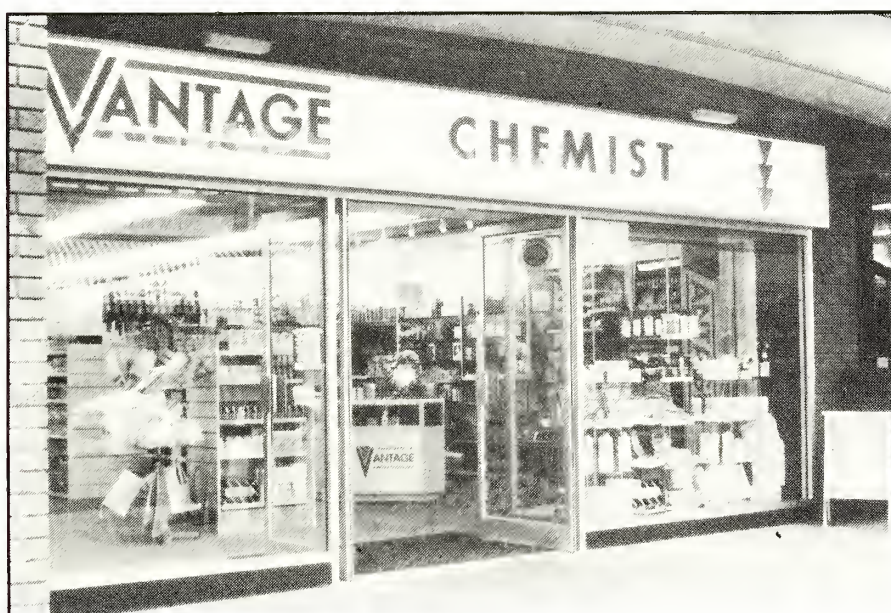
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Confidence in pharmacy

Franchising: the way ahead?

Pharmacy franchise schemes have been in the news this year — most notably under the Vantage banner, with the launch of AAH Pharmacy Concessions. *C&D* looks into the pros and cons of a rapidly growing form of business with the help of John McQueen.



Franchising operations are among the fastest growing businesses in the UK. They now account for nearly eight per cent of all retail trade in this country, and are rapidly increasing their share of the market.

Five months ago, AAH sprang their own franchise scheme on the pharmacy world; four months later, Tip Top announced three trial concessions in their drugstores. Medicare have four — with plans for more — and Tesco are old hands at the franchise business, having been the host stores for pharmacies for a number of years.

It's a system which has taken off in relatively recent times. In the United States, where franchising proper originated in a big way just after the Second World War, 40 per cent of all retail trade is now accounted for by franchising outlets. By the end of the century franchise type businesses will outsell all others in the US.

So what does this blossoming form of business actually involve? Franchising is the method by which the owner of a business (the franchisor) contractually allows another independent person or company (the franchisee) to market its product or service within a specified geographical area.

An initial investment of a capital sum together with a management service fee are paid to the franchisor. In return the franchisee gains the security of a well known name and gets the support of an existing and often well established business method.

The costs of investing into a franchise vary enormously. It can range as low as £5,000 and upwards as high as £400,000 or more, depending on the type of business operation. Many of the High Street banks now have specialist franchise departments, who will offer loans of up to 70 per cent on a good franchise opportunity. Many companies are reluctant to reveal the exact terms of their franchising agreements, but AAH's early estimates for a typical pharmacy put the franchisee's monthly commission at 9 per cent of £220,100 turnover, excluding VAT.

A shaky start

The concept of franchising got off to a poor start in the UK when it became associated with the pyramid selling operations that got such a bad name for themselves in the early 'sixties. As a result, few UK manufacturers have established franchising operations

while rapid developments in this field were taking place in the US and elsewhere. So many of the growing franchise operations in the UK have been imported, rather than home grown.

In the pharmacy sector, franchising still seems to be viewed with caution. The main initiative seems to lie with drugstores and supermarkets. Tip Top started off with only three franchised units — after being approached by Healthways, under whose name the pharmacies traded — and these were in stores which happened to have extra space. Since August one unit has already been closed down.

Still, in the market as a whole, many extremely well known High Street names are active in franchising. These include Wimpy, Prontaprint and Barratt and Clarks Shoes. Holiday Inns and Unigate Dairies are also heavily involved in franchising.

The main advantage that franchise operations have over independent business is connected with marketing. By promoting what are in fact a lot of separate businesses from a central source, it is possible for franchising operations to indulge in national television and Press advertising to promote



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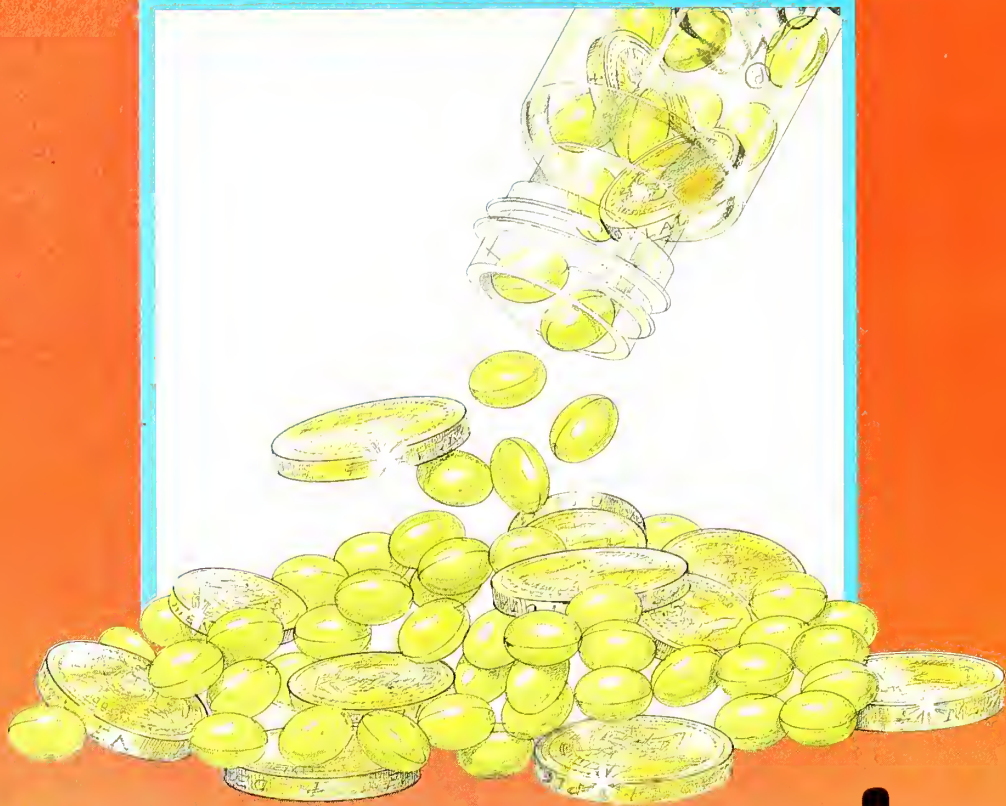
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continued from p739

their products and shops, something that it is impossible for a small independent retailer to do. Over the next six months alone, Vantage will benefit from a £1m spend on television and in women's magazines; and as AAH pharmaceutical director Bill Revell put it when their concession scheme was launched: "This will enable us to put more money into the symbol group — and to develop weaker areas."

The system is particularly well suited to those going to into business for the first time, or with limited experience and capital. "Pharmacy prices are now way out of reach of the average pharmacist, particularly the young," was the view of Parvin Bhardwaj, the first AAH pharmacy franchisee. He had run only one store before — a third of the new unit's size, — and admitted: "I would never have been able to afford something of this size".

More and more existing businesses are also beginning to look at the possibilities on offer.

There are usually three main elements to a business format type of franchise. First, there is the complete business package. This brings the franchisee many benefits. It establishes a format which reduces the risks of starting up a new operation. Usually this is by means of providing a product and a method of selling that has been rigorously test marketed.

Secondly, the franchisee will also have access to a wide range of services, including bulk purchasing opportunities, local and national advertising, training opportunities, management support and so on.

A source of support

Finally, there is the advantage of continuing support through the medium of newsletters and the introduction of new products, as well as regular contact with the franchisor and other franchisees.

But franchise deals have their drawbacks, too. One is that the franchisee has to pay for the support provided, and for the cost of the blueprint, without necessarily always being able to assess the calibre of the franchising company.

And when it comes to selling a business, the franchisor normally insists on the right to approve of the incoming franchisee. The franchising agreement nearly always favours the franchising company — which, of course, has drawn it up. As witnessed in the Tip Top venture, a franchise can simply be cancelled, if the units are not seen to be performing well enough.

In the event of the failure of the franchising company itself, the whole of the franchise network could be put at risk of business collapse too because of the high degree of interdependence.

But despite these disadvantages it is now widely recognised in the UK that franchising



can offer a credible marketing and distribution vehicle for an established business to expand. And finance is particularly easy to find for the business format type of operation, running from existing retail premises.

There are now more than 150,000 people employed in the UK franchising industry. Its

£2.2 billion turnover in 1986 was up more than 25 per cent on 1985; and in the next fifteen years it's expected to triple. Nearly 20,000 businesses are now involved in running franchise operations. Whatever the doubts and drawbacks, the franchising industry's explosive success is now an established fact of life.

The Dallas story

Last year a small pharmacy business decided to dip a toe in new waters. The Manek brothers — whose shops have featured in *C&D* before (*Shopfitting* feature, June 1981) — beat AAH to it and opened their first franchised "Dallas Chemists" outlet, in Northwood Hill. It's just finished its first year of trading and has been joined by a second shop, in Sudbury Hill, and the most recent addition in Ruislip.

It took five or six months of detailed research before the Maneks' company, Astro Ltd, decided to venture into business format franchising. The scheme has, so far, been a success, they say, but there'll be no rushing in where angels fear to tread. "We are very enthusiastic, but also realistic, and careful about choosing outlets. It's got to be a shop which can take to our image, and which can increase its turnover. Just to go blindly into this sort of system would be fatal for us and for the franchisee."

So the Maneks are keeping a watchful eye on the franchise sector as a whole, and one recently came back from a franchising

convention in Chicago. "In America, of course, it's a much bigger concept. But over here, we're coming round to it more than ever before. For the ambitious pharmacist, who might not be able to afford all he wants, it's a good system. We're looking into it very actively".

So, what are the benefits from the franchisee's point of view?

Dinesh Patel runs the Sudbury Hill Dallas Chemist. Outside the franchise system, his choices would be limited: "This particular branch is pretty big — it's a double-fronted shop — and for me to buy a shop like that, on my own, would be virtually impossible. I just couldn't raise that sort of money". Mr Patel joined Dallas as a pharmacist manager, before being offered the franchise option, and he points out: "I was familiar with the shop and I knew what was going on. The advantage of being a franchisee is becoming your own boss". Would he recommend the idea to other pharmacists? "It's something worth looking into. I would certainly recommend it to people who know they couldn't afford their own pharmacies".

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Four hands are better than two

The new contract means that pharmacy openings will now be regulated. The second phase of negotiations being undertaken relates to the systems of payment: the same old problems against a new background. Which brings us to proper individualisation of the contract and so payments for actual services given. A great deal of thought and work has gone into this idea and only those involved in the negotiations will know the present "state of play".

It is important that the rest of us accept that payments for services performed will mean increases for some and consequently losses for others, so steps must be taken to redress reductions in NHS payments.

It has been argued that the restrictions on openings of pharmacies, unless "necessary or desirable" from the public's point of view, has reduced the career prospects for young pharmacists in the community sector. It is true that the choices are more limited. One limitation is to find a site on which a new pharmacy can be proved, as far as anything can be proved in business, to be a success. The Essential Small Pharmacy Scheme has been improved so such sites are still worth seeking.

The company option

Another choice is to join the growing number of company shops. Some companies seem to pay scant respect to their pharmacists; witness the recent shake-up in Boots. And what will be the name on the fascias of the 112 Gordon Drummond shops this time next year? However, without a certificate in each they cannot survive so pharmacists have a power to direct these units which is only partially realised at present. The career prospects then are varied.

Yet another option is to join a single pharmacist pharmacy and attempt to expand its activities. Here the "buzz" words are counselling and communication. It is obvious that the pharmacist must not be dispensary-bound, but out in the front shop to have regular contact with the public. To get into people's houses and into residential homes is to do the job even better. To do this effectively there have to be two pharmacists. At the moment there is a second pharmacist allowance built into the NHS remuneration, which everyone gets. But it is unfair because

Community pharmacy now has an opportunity, thanks partly to Nuffield, to become more diverse. Community pharmacist Peter Jenkins from Abercynon sees an opportunity for pharmacists to develop their careers to reflect their own particular talents, and for pharmacies with sufficient space and staff to offer a wider range of services.

payments go to all contractors.

Here is a perfect case for proper direct payments to be made for services given within the contract. Two pharmacists can greatly expand the pharmaceutical cover in any area. They can develop the counselling advisory role which we are being encouraged to offer and which we are, in fact, already giving. (There was "life before Nuffield" out in the community, though various committees often do not seem to be aware of its vitality and scope).

Such a two-handed set-up can give a satisfying career structure and the chance to lead a satisfying family life as well. Too often single-handed pharmacists have had to make a choice between the two.

With the advent of so much electronic equipment to help with dispensing pharmacists have more time for other jobs. A two-handed pharmacy can offer an extended range of services without reducing the constant supervisory role which is necessary if we are to take the responsibility of supplying the nation's medicines seriously. If we argue that medicines are not ordinary items of commerce and should be restricted to pharmacies, then there has to be a constant pharmaceutical presence. Availability for consultation is a necessity.

What about other, newer tasks?

The recent Council statement on pregnancy testing in pharmacies, after reinforcing the confidentiality aspect, states that the test should be performed in a room other than the dispensary. This must limit the number of premises able to offer this service, for two obvious reasons: physical space and competent personnel available. Could this

be the start for a whole range of new activities? Can the room in which this test is performed be a mini laboratory for the various analyses required by GPs as part of their diagnostic routine? Pharmacists are capable of performing or supervising such tests. Many services are being put out to tender, could not a two pharmacist pharmacy handle some of the work without it detracting from other responsibilities?

As the space restrictions impose a natural selection, so that fewer premises can undertake such tasks, so their workload will increase in this speciality. Other pharmacies will specialise in other directions. In no way is size the determining factor for excellence, only for what you can be excellent at.

There is scope in the guidance notes attached to the Code of Ethics for considerable advertising, "to make available information about the professional services which (pharmacies) are able to provide". There is now no need to hide your pharmaceutical light under a bushel, as long as it is an ethical bushel, that is.

Back to Section 66

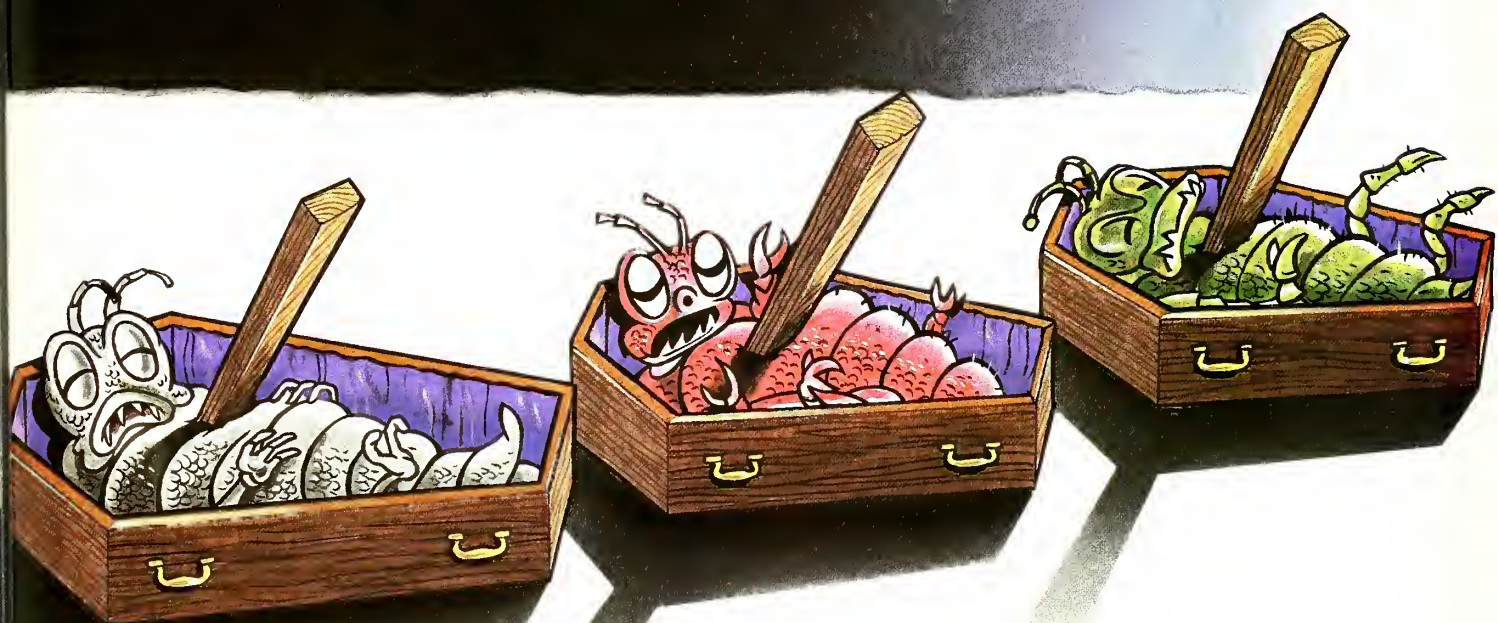
If these new activities become part of the normal work of a pharmacy — and the "separate room" requirement is already a fact — then the physical condition of the premises become even more important. The Society's inspectorate will be involved when the proper regulations are laid, to implement section 66 of the Medicines Act.

A pharmacy's size will determine the range of services it can offer. Small, single-handed establishments will do, and be paid for, the basics. The larger will be able to do more, because of greater space and manpower. They will then be paid more, and not all from the NHS. But they will also have more wage packets to fill.

This is a similar concept to, and can run parallel with, that suggested in 3.84 of the Nuffield Report, whereby the proprietor and pharmacists-in-charge decide on the range of services to be offered under the NHS contract with the FPC, beyond the core of activities which define a pharmacy.

As pharmacists are individuals so should the development of their careers reflect their particular gifts. The profession's traditional image is changing. The direction each of us chooses should maximise the opportunities available and our own talents.

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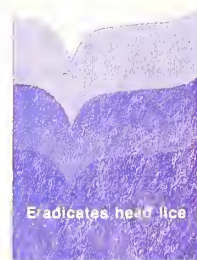
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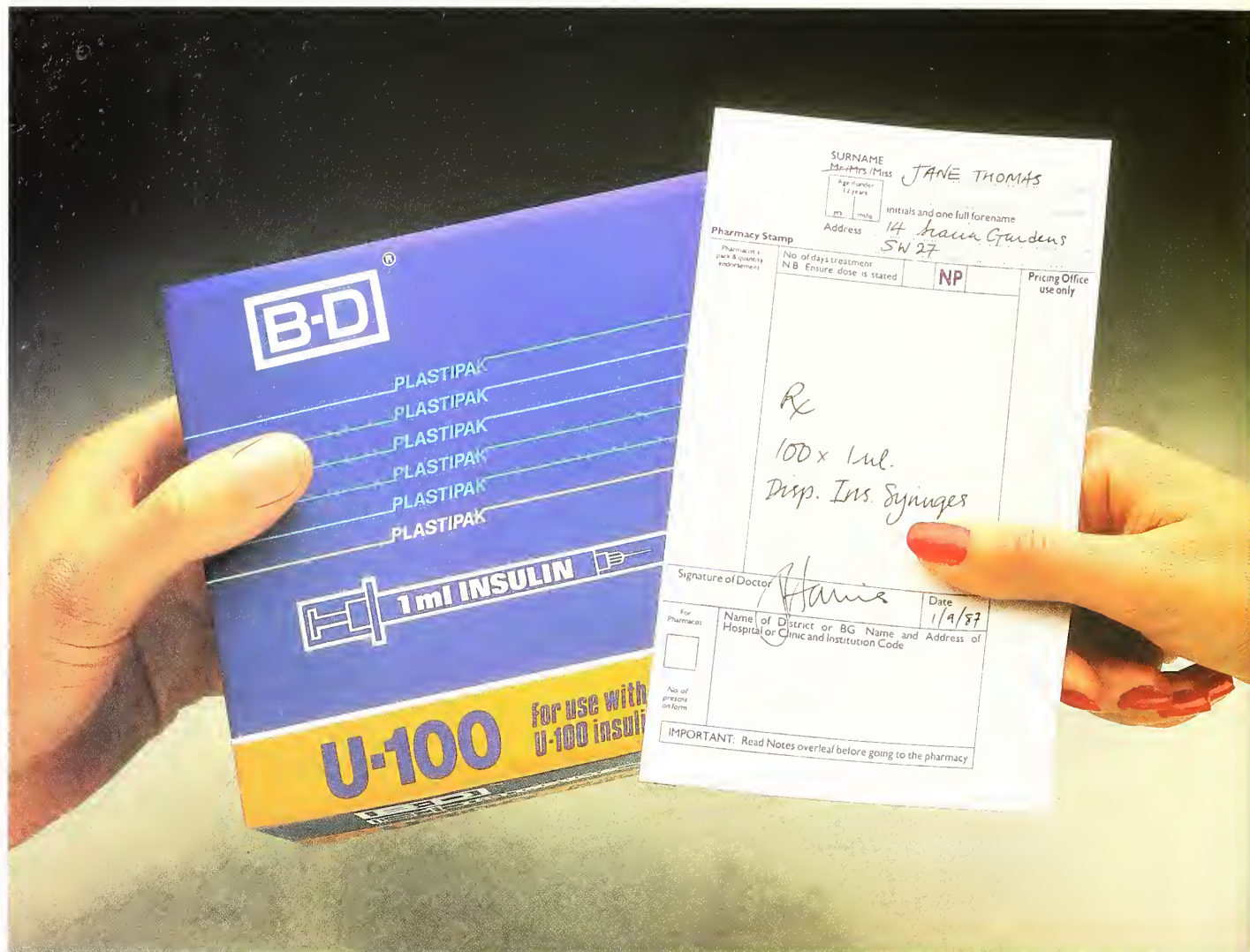


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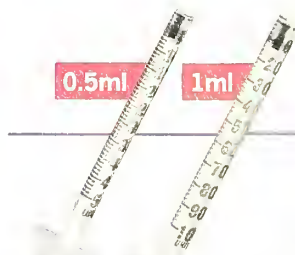
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Hormone replacement therapy (HRT) is the only proven way to prevent osteoporosis and the complications that may follow the menopause. In addition, the more common but distressing hot flushes are alleviated, making HRT popular with prescribers and patients alike. But, as ever, HRT has its drawbacks.

Oestrogens — Premarin, for example — are effective in controlling symptoms when given alone, but they increase the risk of endometrial cancer, and one study has found a four to eight-fold rise in its incidence among treated women. One solution is to "oppose" the oestrogen with a progestogen such as norethisterone for part of the cycle, since this prevents the development of



cancers was, however, increased. Of the 14 women with endometrial cancer, eight had been taking opposed HRT which should have reduced their risk of developing the disease. But subsequent examination of their treatment revealed that, by modern standards, the progestogen had been given inappropriately or was too weak. Among the women with breast cancer, careful analysis showed that the duration of treatment was only one of a complex set of factors predisposing to the disease. As a cautionary note, ethinyloestradiol was taken more frequently by these patients and, although a casual relationship cannot be assumed, this requires further investigation. On the brighter side, cervical and ovarian cancers

The case for combined hormone replacement

endometrial hyperplasia. However, progestogens may increase the incidence of cardiovascular disease and the risk-benefit balance must be evaluated by careful prospective study. The interim findings of such a trial, established in the UK in 1978, have now been reported with both good and bad results.

Over 4,500 women were recruited to the trial, which was designed as a continuing study of morbidity and mortality in women taking HRT. On average, the duration of

treatment so far has been around six years and in 43 per cent of cases HRT comprised oestrogens "opposed" by progestogens. Comparing the results with national statistics on morbidity and mortality, death, irrespective of cause, was less common than expected in treated women, with one exception — suicide. This, the researchers believe, is due to a history of psychiatric illness in most cases rather than a drug-induced effect.

The incidence of breast and endometrial

were both less common than expected, and there was no apparent increased incidence of death from progestogen-induced cardiovascular disease.

The benefits of HRT are substantial for postmenopausal women but the risks, although rare, can be great. The interim results of this study support strongly the case for combining progestogens with oestrogens, even though further confirmation of their lack of cardiovascular effects is needed.

Terfenadine: of use in asthma?

The advent of non-sedating terfenadine and astemizole has meant that antihistamines are now a realistic alternative for treating hay fever in people who have to work. But there is now experimental evidence that terfenadine may also help those whose mild asthma is provoked by allergens such as pollen or house dust mite.

Seven patients with asthma had their normal treatment with beta-agonists withheld and were given placebo or a single 120mg dose of terfenadine. After placebo, their performance in a lung function test gradually deteriorated over two hours, but administration of salbutamol via an inhaler produced bronchodilatation and a rapid recovery in expiratory flow rate. Surprisingly, terfenadine alone caused an increase in expiratory performance which was further increased by salbutamol, and the combined effect of the drugs was greater than with beta-agonist alone.

This small study indicates that terfenadine produces a substantial decrease in airways resistance in patients with mild allergic asthma. Together with an earlier,

but similarly small study which showed a beneficial effect in exercise-induced asthma, this may indicate a reduced need for bronchodilators in these patients which justifies further research.

Evening primrose oil and eczema

UK consumers spend £160m a year on alternative medicines, the lowest of any country in Europe. But the market is increasing at the rate of 9 per cent annually despite opposition from many health professionals. It is, therefore, encouraging when alternative medicines are subjected to scientific evaluation, the latest being a small, double-blind placebo-controlled trial of evening primrose oil in atopic eczema which examined the drug's biochemical effects.

Earlier trials have documented a dose-dependent improvement in itching, scaling and symptom severity in adults with moderate or severe eczema treated with

evening primrose oil. Results in children have been less marked for reasons unknown, and the drug's mechanism of action also remains unclear. There is some evidence, however, that people with eczema have abnormal blood levels of some phospholipids which, it has been claimed, can be accounted for by low activity of the enzyme delta-6-desaturase. The influence of evening primrose oil on blood level of phospholipids might therefore be one way in which it achieves its effects.

In the latest study, evening primrose oil was again found to improve eczema, although the only statistically significant advantages over placebo were a lower degree of inflammation and reduced use of topical steroids. But there was no marked difference between placebo and treated groups in the composition of plasma phospholipids, and no correlation between levels of these chemicals and clinical signs.

These findings provide no support for the hypothesis that the oil acts on abnormal lipid levels in atopic eczema. The evidence that evening primrose oil has some effect — albeit small in some cases — remains unchallenged but its mode of action is still obscure.

Hope for gold therapy by the oral route

The first modern advance in the use of gold to try and halt the progression of rheumatoid arthritis is the development of the orally active auranofin. Other "disease modifying" drugs — penicillamine, hydroxychloroquine, immunosuppressants and cytotoxic drugs — can all be taken by mouth, and treatment with deep intramuscular sodium aurothiomalate injections every two to four weeks is clearly less acceptable.

Auranofin is, however, more than just a vehicle by which gold can be absorbed by mouth. Clinical trials have shown that its pharmacokinetics and spectrum of adverse effects differ from injectable gold, and *in vitro* data suggests further differences in mode of action.

Blood levels of auranofin are lower than those of aurothiomalate, it has a shorter half-life, and undergoes predominantly faecal rather than urinary excretion. In general, the onset of action of auranofin is similar to the three to six months of aurothiomalate but, though there are claims to the contrary, some studies have reported a greater rate of withdrawals from treatment due to therapeutic failure. This, however, is countered by the higher drop-out rate from injectable gold due to toxicity.

MAOIs and more interactions

There is renewed interest in the use of monoamine oxidase inhibitors (MAOIs). These drugs, which improve the symptoms of depression by preventing the enzymic destruction of neurotransmitters, had become unfashionable because of the risk of severe adverse interactions with some foods and sympathomimetic drugs, and because newer and safer alternatives were available.

There is, however, a belief that MAOIs are more effective than other antidepressants in those patients who do respond to treatment, and their use is likely to increase gradually. Although many of the interactions of MAOIs with cough remedies or other antidepressants are familiar to all pharmacists, their effects when given with narcotics are less well understood.

Pethidine causes sudden excitation when given to patients taking MAOIs, leading to hyper-reflexia and rigidity, or hypotension and coma. The mechanism of



The adverse effects of aurothiomalate are often severe and include skin reactions in about half of all patients, nephrotic syndrome and proteinuria, and adverse haematological, respiratory, ocular and cardiovascular effects. Many of these reactions seem to be both less common and less severe with auranofin although clinical experience is limited in comparison. Auranofin does, however, cause diarrhoea in about 50 per cent of patients and, while some are able to continue treatment — perhaps at a lower dose — one in 20 are forced to withdraw. Fortunately, this reaction appears to be distinct from the potentially fatal colitis reported rarely with aurothiomalate, and is due to changes in intestinal permeability.

Initial experience with auranofin is encouraging, but gold is, nonetheless, a second-line treatment. Confirmation that auranofin can achieve longer-term gains remains to be established. Recent experience reported after 20 years' treatment with gold and other disease-modifying drugs has been disappointing, with no discernible effect on disease progression or mortality.

this interaction is believed to be an increase in levels of the neurotransmitter 5-hydroxytryptamine in the central nervous system. The consequences can be severe. And dextromethorphan, a weak narcotic widely used as a cough suppressant, caused fatal hyperthermia and hypotension in one woman who had been prescribed phenelzine.

By contrast, morphine is widely regarded as safe in combination with MAOIs, although one case of loss of consciousness and hypotension has been reported. But there are many other narcotics in everyday use, some of which have been around since the heyday of MAOIs and whose safety in combination with them is uncertain. Interactions with pentazocine have been reported in animals but relatively little is known about the safety of the combination in man, and clinical experience of combinations with nalbuphine, buprenorphine or meptazinol is very limited.

The MAOIs are useful antidepressants but, despite their age, many interactions with newer drugs remain unidentified.

Focus on terazosin

Alone among the increasing numbers of ACE inhibitors and calcium antagonists becoming available for the treatment of hypertension is terazosin (Hytrin), a selective alpha-blocker similar to prazosin. This group of drugs is usually regarded as third line antihypertensive therapy, one of many for use when beta-blockers or thiazides are unsuccessful. Alpha-blockers, and prazosin in particular, are not as widely favoured as captopril, nifedipine or related drugs because they more commonly cause postural hypotension and syncope. Is terazosin an improvement on prazosin?

One problem with prazosin has been its often poor and variable absorption — the result of its partial first-pass hepatic metabolism — which can make dose titration more unpredictable for individual patients. By contrast, terazosin is well absorbed and has a much longer half-life of 12 hours to prazosin's three, allowing once daily dosage. In clinical trials, the two drugs have shown similar efficacy and adverse effects.

Like prazosin, terazosin may cause a profound hypotension after the first few doses which can be overcome by initiating treatment at a low dose at bedtime, with gradual increments until control is achieved. However, even with this protocol, about 1 per cent of patients in clinical trials developed syncope.

A further problem with prazosin has been the development of impotence, though this adverse effect is by no means unique to alpha-blockers. In clinical trials, the frequency of impotence was no greater with terazosin than with placebo, but it is doubtful that the true incidence of this embarrassing reaction can be estimated reliably by such methods.

The main advantages of terazosin are, therefore, its more convenient dose and its more predictable effects. Whether this justifies the extra cost — about three times that of prazosin — is uncertain.

Topics in treatment is a regular series by Stephen Chaplin, MPS, staff pharmacist, Regional Drug Information Unit, Wolfson Unit of Clinical Pharmacology, Newcastle-upon-Tyne, looking at current developments in prescription medicines.

Interesting statistics...

The September 26 issue of *C&D* featured an article on the OTC medicines market, using SDC data to show the top selling OTC brands within various therapeutic areas. What I am sure must have been perplexing for many readers would have been to find that some of the top brands listed bore a poor resemblance to the top selling brands in their own shops.

One of the reasons for this is that the SDC data quoted quite possibly includes the sales of brands through non-pharmacy outlets. Nielsen shows that approximately 40 per cent of all Vicks Sinex sales (excluding Boots) are through drug stores and grocery outlets. Surely your readers are only really interested in knowing which are the top brands for them to stock and display that are only available from pharmacies and so enable them to build their business, and not that of non-pharmacy major multiples.

SDC is a market research tool and as such is a helpful measure of market trends but not of absolute values and should, therefore, not be taken too literally. A far better measure of actual sales is provided by A.C. Nielsen which is based on audited sales out of the shop rather than asking consumers what they think they have purchased. In the decongestant/nasal sprays market the SDC data states that Vicks Sinex is the market leader. However, the Nielsen data shows that this is quite simply not the case.

Looking at Nielsen consumer sales through pharmacy outlets over the same year to June, it is clear that Vicks Sinex only accounts for a 22 per cent volume share of the topical decongestant market. In fact Otrivine accounts for almost 60 per cent of all topical decongestant packs sold from pharmacy outlets. Vicks Sinex is not the number one brand, the single largest brand is, in fact, Otrivine. The final proof of this is, of course, your own readers experiences, who on the whole I am sure will agree that they sell more Otrivine packs than any other decongestant.

This is just one example of a disparity between SDC data and Nielsen. The points raised are equally pertinent to other brands in the market. Nielsen clearly shows Mu-Cron to be a larger brand than Sinutab in both volume and value terms. I hope this information will help reduce any confusion in pharmacists' minds as to which their best selling brands really are.

Chris Buckley

Brand manager

Ciba Consumer Pharmaceuticals



Pharmacist Bryan Fearn, proprietor of Albert Wilde Chemists in Fleetwood, Lancs, wins a colour television and video in a free draw run by Wilkinson Sword through Unichem. Mr Fearn receives his prize from Joe Harris (left), general manager of Unichem's Preston branch, and Peter Eccles (right) from Wilkinson Sword's trade marketing department

Glenn Flackett, director, SDC, replies:

"The SDC data quoted in *C&D* September 26 does indeed cover all outlets, not just pharmacies. The SDC database shows that within packs sold through pharmacies, Otrivine is the brand leader.

SDC measures absolute sales and, therefore, should be directly comparable to Nielsen data. The SDC database derives from a large representative sample of consumers while Nielsen's is from a representative sample of shops, but both are reporting brands' actual OTC sales over a given time period. Differences in brand shares are primarily due to differences in the definition of the markets or of the outlet groups covered.

I can see a value in pharmacists knowing who's brand leader within a total retail environment as well as just within pharmacies.

A little faint?

While in principle I have nothing against the concept of the triple prescription form, I must draw attention to an incident which occurred today, which throws a question mark over the idea.

I was presented with a carbon copy prescription which was so faint as to be unreadable. Fortunately, the patient was a regular who knows his medication and there were just enough lines and squiggles on the paper to convince me that it was a repeat of the usual. I hope that the Prescription Pricing Authority, having, no doubt, read the original under ultra violet light, will agree with my endorsements.

I cannot resist pointing out that the prescription was issued by a dispensing doctor who is currently behaving in a most

unprofessional manner and who probably thought that the prescription was destined for his own dispensary. It seems that some doctors will sign any FP10 which is placed before them. Surely such cavalier treatment of medicines should not be tolerated by either profession.

Squirrel Nutkin

DDA v RPA: the duel continues

Your magazine becomes progressively more interesting. I was particularly attracted by the September 26 edition, which greeted my return from holiday.

Xrayser once again demonstrated that he has his head screwed on correctly by recognising the negative side, for pharmacy, of Nuffield. It is, indeed, quite a quandary. On the one hand we have those who suggest that: "Normal supervision will occur if a pharmacist sees each prescription at some stage prior to the dispensed medicine being handed out" (Council of Pharmaceutical Society as quoted by *C&D*, August 1).

Then there are the die-hard traditionalists, among whom Xrayser seems to be numbered, who consider "continuous oversight" of the dispensing process to be essential and, if technicians are trained to do this in his absence, "then our presence becomes superfluous."

Turn a couple of pages and we read John Davies' screed. He wants, on behalf of the rural chemist, the best of both worlds. He suggests total chemist dispensing in rural areas except for "an updated list of emergency drugs... for immediate supply". It is apparently perfectly reasonable for doctors to supply these in an "unsupervised" manner. It is quite clear that the Rural Pharmacists Association recognises the vast distances frequently involved in rural dispensing and doesn't want its members to be dragged from the golf-course — or even from church — at weekends or Bank Holidays just to hand out an original pack of an antibiotic.

The pharmaceutical profession should recognise that if Mr Davies' RPA succeed in their intention the incumbent, and of necessity, lone rural chemist, is in for a very rough ride at weekends supplying medicines to patients many miles away from the shop and at all points of the compass and at all times, day and night.

It is a fact that the unfortunate patient will suffer from a far less efficient and satisfactory service. After all, what could be better for the patient than the doctor bringing the medicine with him on his

continued overleaf

continued from p749

original visit?

Incidentally, a leading member of the RPA has been invited to speak at this year's Dispensing Doctors' Association Conference in November. Whether he will have the courage to come to repeat Mr Davies' views is a moot point!

Xrayser, bless him, is right. "Supervision" is the crux of Nuffield. Employ a second chemist? Who will pick up the tab when the NHS is closing wards, etc? Relaxation of supervision? — dispensing doctors are rapidly employing the same, BTEC qualified technicians.

I await developments with interest — and holiday-refreshed alertness!

Dr David Roberts
Chairman, DDA

Lions looking for recruits

Thanks to the publicity in *Chemist & Druggist*, in the Autumn of 1982, the Central London Lions Club was formed, with many of its founder members being

pharmacists.

Known now as the Kensington & Chelsea Lions Club its members have been very active in holding drug abuse meetings, diabetes awareness programmes, life saving training, etc. Parties which have benefitted include the mentally and physically handicapped, the deprived and the terminally ill.

Funds have been raised totalling thousands of pounds for a number of deserving causes at home and abroad including eye camps and water wells for India and Africa, putting on a variety show in aid of a cancer unit, adopting a children's ward, involvement with Down's syndrome national day, and many more.

We are part of Lions Clubs International, which was formed some 70 years ago and is the largest organisation of its kind in the world with 36,000 clubs and 1.4 million members in 150 countries. We now welcome inquiries from more pharmacists wishing to join us to help us in our cause of helping the needy.

Kiran Shah
President
213 Albury Drive, Pinner, Middlesex HA5 3RH (tel 01-894 7933)

Extras

I find on analysing my September prescriptions for solid dose preparations that 20 per cent were for periods in excess of 30 days, and, that 20 per cent, just over half (55 per cent) qualified for the extra fee.

The pharmacist loses out again.
J. Leveson
London SW6

Wot no glue!

We would all agree that pharmacists are experts in medicine. Most of us are becoming dab hands at using computers. An elite few actually write computer programs. But I bet there isn't a pharmacist in the country who can get the top off a bottle of Sudafed Elixir with the wadding intact. Mine always gets left on the bottle.

Come on, Wellcome, what's the problem?
A.D. Hesive
Birmingham

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Lloyds move up to second place with new take-overs

Another two chemist chains are being bought by Lloyds Chemists, giving them the claim of second biggest chain in the country.

Lloyds are spending £16.8m on Billington Ltd, and £1.5m on Scotts Ltd, bringing the number of their chemist outlets to 218 and adding 76 drugstores to their business.

The acquisitions were announced along with the firm's preliminary results for the year to June 30, showing pre-tax profits up from £1.1115m to £1.931m. They will be financed with 8.6m new ordinary shares to be allotted to the sellers of Billington, and 773,895 shares for Scotts.

Lloyds, who recently obtained a full Stock Exchange listing, have increased their store numbers by 66 per cent during the year — 60 per cent being bought or opened in the last 12 weeks of the year. Chairman Allen Lloyd says he is confident that the NHS Contract will have no effect on the company's rapid expansion, pointing out that with over 11,600 chemist stores in the UK, Lloyds will have "many opportunities for planned growth".

Mr Lloyd said the company was already talking to a number of people about future moves, but would give no firm predictions. Asked about the Allens chain currently on sale from Next, he commented: "We shall look at the situation. Price will be the deciding factor, but acquisitions must enhance the earnings per share of the company".

Billington's 36 chemist shops and 76

drugstores are mainly in the Midlands and South Wales. Scotts have nine chemists and one drugstore, in and around Birmingham. Billington made a profit loss of £265,000 in the last financial year. The firm bought Rayglow drugstores in 1985 but were troubled by continuing losses and closed or sold 48 drugstores over the next two years. Lloyds say their immediate priority will be to rationalise the administration of the drugstores, which will be relaunched as Lloyds Supersave.

All Billington's current directors will resign on completion of the deal, sales director Dick Buxton and finance director Chris Jordan getting £125,000 each when they go.

Lloyds are putting development director Peter Lloyd in charge of the drugstores, with Paul Burn handling chemist outlets. Each director will have to pitch for his division's resources, but £1m is being put aside for refurbishment costs.

Own label is still a major priority, say Lloyds, who have 135 lines now in stock — over 7 per cent of retail sales. They expect them to top the 10 per cent figure over the next financial year and Mr Lloyd put one of the reasons for their expansion as "great own label potential". There will be more drugstores in the future: Mr Lloyd said the firm is "actively searching for good High Street locations".

Mr Lloyd started the firm with his first store in 1973; by last year there were 88 shops. Now the latest buys will bring the firm up to the 300 mark, and their number two position behind Boots.

per cent of their own stock.

The new merged company would create the sixth largest US OTC drugs company and it is thought pave the way for a settlement with those claiming injury from the company's Dalkon Shield intrauterine contraceptive device.

With courts and committees to go through, however, it could be 18 months before the deal is finalised. The bankruptcy court judge has ruled that Robins cannot sell out to a hostile bidder.

Numark members can now get a discount when employing Beanstalk shopfitting systems. The manufacturers have been approved by Numark as a recommended supplier. They offer free advice on planning, design and merchandising techniques. Information from Beanstalk Ltd, Freepost, Chichester, West Sussex.

OFT in syringe investigation

Becton Dickinson are being investigated by the Office of Fair Trading for alleged anti-competitive practices in the supply of hypodermic needles and syringes.

Under the Competition Act 1980 the OFT will look into accusations that the UK subsidiary of the US-owned company is attempting to remove competitors from the £25m market by selling needles and syringes below cost.

Managing director of Becton Dickinson, Keith Else, told *C&D* that they were very surprised to learn of the investigation. "We will be co-operating and feel sure we will be able to demonstrate that the allegation is false," he added.

The inquiry is likely to take about six months according to the OFT. If it finds anti-competitive practices, the case may then be referred to the Monopolies and Mergers Commission.

Lloyds debit on the cards?

Speculation is rife that Lloyds Bank are to follow Barclays' lead by issuing a debit card.

The move giving rise to the question is Lloyds joining the Visa credit card system; they already belong to the rival Access group.

Lloyds themselves say they "certainly have no plans to issue a debit card." Their explanation is that "plastic cards are becoming an increasingly important method of payment and we would like to be able to offer both Access and Visa to our customers".

But coming in the wake of Barclays' controversial Connect card, the move has prompted some observers to predict another similar venture.

Lloyds say they are continuing their support of EFTPoS, who plan to launch a unified, nationwide debit card system.

A spokesman for the Retail Consortium commented that another breakaway scheme would "make life for a national system quite difficult". He added: "For the time being we must take Lloyds' word for it and wait to see what developments there are. But one has to ask, if a debit card is not what they have in mind, what great advantage is there in linking in to the two major credit card companies."

Robins family deal with Rorer

A deal between Robins' family shareholders and Rorer Pharmaceuticals is the latest development in A.H. Robins' reorganisation plan, required while acting under Chapter 11 of the US Bankruptcy Code.

This latest reorganisation plan was announced on August 21, exactly two years after the company started to operate under Chapter 11. Last week's deal emanating out of this and previously speculated (see *C&D*, April 25, p789) involves Rorer taking 41 per cent of the stock held by Clairborne Robins and Clairborne Robins Jr, in exchange for 21

Unichem nappy factory opens

Neptune Industries, Unichem's £5m disposable nappy production facility in Rochester, was officially opened on October 1 by the Norwegian Ambassador, Mr Rolf Busch and the mayor of Rochester Mrs Mary Fennemore.

The factory, a joint project between Unichem and Norwegian pulp manufacturers Folla, part of Lyng Industries, will eventually produce 12 million nappies a month. Its site, on the banks of the Medway, was specifically chosen to allow the pulp, shipped from Norway, to be unloaded straight into the factory from a purpose-built wharf which is still under construction. Neptune at present employs some 35 staff, which will increase once the three planned shifts are in operation.

Neptune, described as an independent venture, will be the sole suppliers of Unichem own-label nappies. The machinery necessary for the production of "superabsorbent" nappies is currently being installed so a Unichem "superabsorbent" should be on-shelf within weeks. Neptune also produce an economy label Castlecare nappy for small grocery outlets and will undertake other small private label operations.

At the opening ceremony, Per Kosberg, general manager, Folla Industrier A-S, said this was his company's first experience of international business.

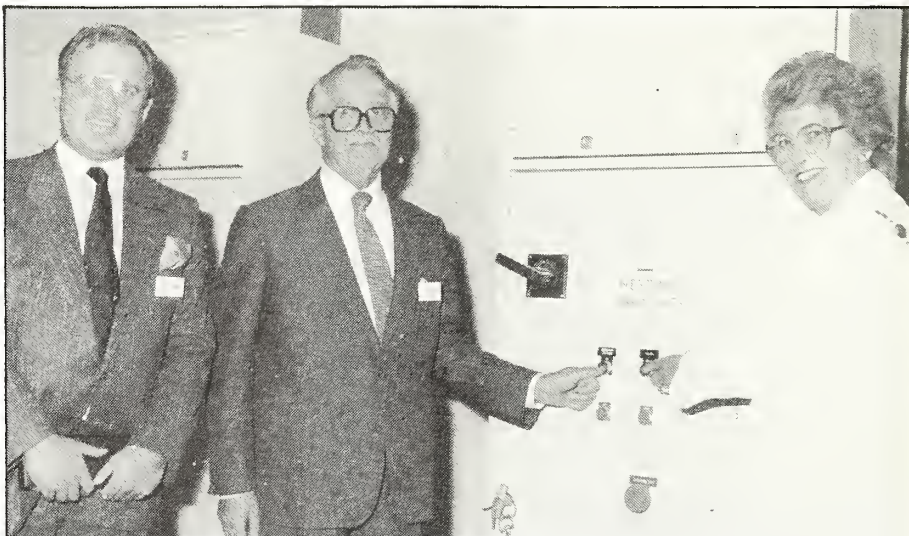
As pulp manufacturers, it was beneficial for Folla to be involved with pulp users. It was an advantage to be in business with Unichem, because of their knowledge of the market and their distribution system.

Rating charges: retailers warned

"1990 — not a year to be over-rated" is a warning from a new guide of the same title, on the impact of the proposed 1990 rating revaluation and the introduction of the national non-domestic rate system.

It looks at the revaluation the Government is planning for 1990, its basis and what should be done in preparation.

"It is important retailers check that their existing rating assessments are correct to help ensure the new ones are accurate," Paul Danks of Fuller Peiser



The Norwegian Ambassador to Britain, Mr Rolf Busch, and the Mayor of Rochester-upon-Medway, Mrs Mary Fennemore, push the buttons that start the machines at the official opening of Neptune Industries' nappy plant. Neptune chairman and Unichem management service director, David Walker, looks on

Chartered Surveyors, authors of the booklet, told *C&D*. "And as the revaluation will be based on rents as of April 1, 1988, it is essential to ensure that any current rent reviews are settled at the most advantageous level.

"Forms requiring a return for rating purposes are going to be posted out to retailers in the next few months," he says. "Correct completion is vital, and professional advice should be sought."

The booklet looks at the likely effect of the revaluation — believing it could benefit traditional industries in the North and Midlands, while increasing rates in the South. Shops in prime central areas throughout the country would be hardest hit, it suggests. "1990 — not a year to be over-rated" is available from Fuller Peiser, Thavies Inn House, 3 Holborn Circus, London EC1N 2HL.

Rents up 12pc

Shop rents have increased by 12 per cent for the year ending in June, according to a report on retail property.

From a survey of 21 retail centres Debenham Tewson & Chinnocks see rent rising to a nine year peak of almost 16.5 per cent, which becomes 12 per cent when adjusted for inflation.

It marks an increase in traders wanting an increase in space, plus a rise in multiples, says the report. This demand has led to much town centre redevelopment. Forecasts now look to the potential of out-of-town shopping centres.

Myplan Ltd, manufacturers of the Lactaid range, are moving from Malvern to Berkhamsted, a move designed to bring them closer to suppliers and distributors and allow easier access to Europe. They are now based at Manor House, 12a Castle Street, Berkhamsted, Herts HP4 2BQ.

Point for discussion

The Institution of Chemical Engineers has set up a study group to provide a forum for those with interests in the perfumery, toiletries and cosmetics industries, and the pharmaceutical industry where interests overlap.

Designed to provide a platform for exchange of ideas between diverse but interrelated specialists within each industry, the group already has several members. I. Chem. E. qualifications are not required.

Meetings are planned throughout the year from the group's London base but a Northern group is planned for the future. Details and application forms are available from The Institution of Chemical Engineers, Geo. E Davis Building, 165 Railway Terrace, Rugby, CV21 3HQ (tel: 0788 78214).

Regina rise

A 74.8 per cent increase in pre-tax profits to £402,710 has been announced by Regina Health & Beauty Products for the year ending June 30.

Turnover for the year was up 83.7 per cent at £1,698,094, with 80 per cent of sales through retail outlets. Earnings per share stand at 1.69 pence with a recommended dividend of 0.284 pence payable on November 25.

The company attributes this year's success, which is much better than the £300,000 profits predicted at their flotation in March, to growth at home and abroad, plus new introductions.

Evans on target for 1990 full Stock Exchange listing

Evans Medical's managing director David Moffat says they are on target for a full Stock Exchange listing by 1990, just 12 months into the management buy out which has led to the creation of 125 jobs in their factories at Bradford, Horsham and Speke and seen production increase by 150 per cent.

Mr Moffat says Evans are seeking to concentrate on the healthcare market served by pharmacy alone, hence the recent sale of Adexolin and Minadex. Haliborange is next on the list. The company is looking to develop existing medicines, possibly by finding new indications or markets, and through acquisition.

Present business is split five ways with generics accounting for a 30 per cent sterling share, special injectables, standard drugs, OTC medicines and vaccines account for the rest. UK sales stood at £26m in 1986.

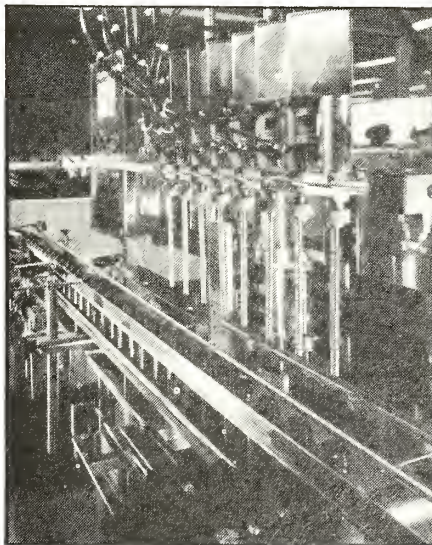
Last month a new hospital sales force of a sales manager, two regional managers and six representatives started to concentrate on detailing specialist products to consultants, pharmacists and nurses: they will major on analgesics initially. Generics will be handled by the regional managers at regional health authority level.

The company has just won a contract to supply 28 million measles vaccines to UNICEF in 1988 (34 million in 1989) and another for BCG vaccine in Japan.

The OTC sales force has been revitalised according to sales and marketing director Marc Wheeler and now stands at 19 out of a full complement of 24 sales staff plus seven managers.

The company is midway through a £5.8m investment programme aimed at upgrading manufacturing facilities and equipment and repositioning Evans in several of its markets. A new suite for handling cytotoxic materials should come on stream at Horsham in the New Year while a major manufacturing unit is to be commissioned at the biological site near Liverpool.

This week Evans completed the move of their administration and executive staff from Dunstable to the former A. H. Robins site at Horsham, along with the development laboratory. Orders and distribution remain in Dunstable but are now in new 45,000 sq ft leased premises — the former building is to be sold. The company says service levels are now back to 95 per cent.



Evans' new King Technofill eight head liquid filling machine, capable of filling 70 litres per minute

Credit to those who shop around

Consumers should shop around for credit terms, according to Consumer Affairs Minister, Francis Maude, who says a comprehensive credit register would be a major step towards reducing excessive debt.

Mr Maude told a "Credit in focus" conference in Staines that the main responsibility for sensible borrowing rested with the individual borrower. "I

cannot go along with those who automatically blame the credit industry when individuals enter into unwise agreements," he commented. "When a customer has decided to borrow it is well worth shopping around and comparing the different terms on offer."

Referring to current speculation about a national credit register, Mr Maude said: "The creation of a comprehensive credit register would be a major contribution to minimising over-indebtedness. It would enable lenders to get to grips with multiple indebtedness where, for instance, a consumer may have a number of separate credit cards and perhaps even other credit agreements."

New advice on occupational health

The Health and Safety Commission has established a new committee to advise on occupational health issues and help develop awareness of occupational health among employers and employees.

The committee, whose chairman is Dr Tim Carter, head of the Health and Safety Executive's medical division, will look at projects including guidance on job placement and rehabilitation, a review of occupational disease reporting under health and safety regulations, and guidance on mental health at work.

The Occupational Health Advisory Committee replaces the Medical Advisory Committee. The HSE says the change of committee reflects a broadening of topics from purely medical to wider occupational health issues. Specific problems such as chemical and microbiological health risks are handled by other HSC advisory committees.

Save your skin at work

A national awareness campaign on occupational dermatitis has been launched by the Health and Safety Executive's Employment Medical Advisory Service.

The disease is the commonest of all health problems caused by work activities, and accounts for the majority of compensation claims through the DHSS. It can cause permanent disability.

The year long "Save your Skin" campaign will give advice to firms on how to find out if there is a risk of disease and how to promote a cost effective skin care programme for the work place.

The message will be carried on local radio and in trade and professional journals, and doctors and health care professionals will be supplied with information. Information leaflets are available from: *Dermatitis Campaign Secretariat, HSE, Room 141 Magdalen House, Trinity Road, Bootle L20 3Q2.*

Members of the National Chamber of Trade can now join Bupacare at a reduced price. Members would deal directly with Bupa receiving up to 40 per cent discounts, says the NCT.

Limitations on aerosols by 1989

Agreement limiting the production and use of chlorofluorocarbons as propellants in aerosols was reached between 40 nations and the European Commission last month in Montreal.

The agreement allows for a complete freeze at 1986 levels of production and use of the five major CFCs, to come into effect in January 1989. A graduated reduction to 50 per cent of current levels is due to be achieved by 1999. Environmental protection groups have been campaigning for the total elimination of CFCs.

Pifco's new House

Pifco have taken over the House of Carmen, strengthening their position in the small appliance market.

They acquired all of the issued ordinary share capital for £845,000, giving an immediate payment of £563,000 with the balance payable over the next 12 months. "This creates a Group with significant brand shares in key market sectors, with sales approaching £25m including exports to over 70 countries," says the company.

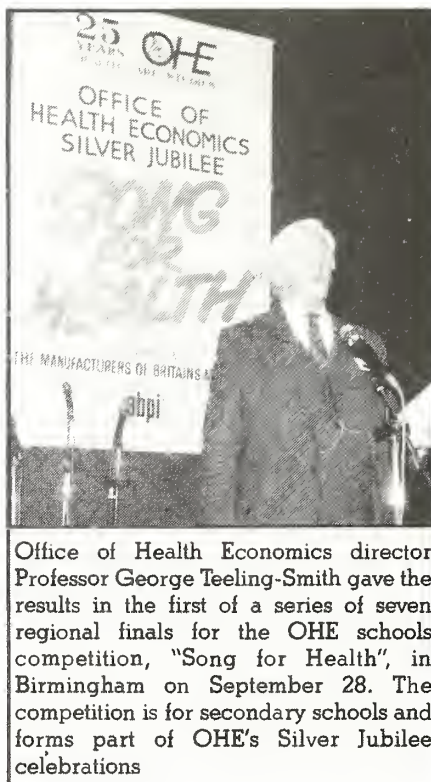
Hear this

Consumers should voice service or product complaints to retailers to ensure better service, according to Michael Montague, outgoing chairman of National Consumer Council.

In his last speech, at the launch of a new Convent Garden market scheme, he underlined the importance of complaining about faults, if necessary to the local trading standards department.

Michael Montague has been succeeded as chairman by the Rt. Hon. Sally Oppenheim-Barnes, who from 1979 to 1982 was the Minister for Consumer Affairs.

A range of polypropylene jars is now available from a new "clean" manufacturing facility at BXL Plastics, Caselloid Division. The clean room at Leicester, meets Class 4 requirements of BS5295 "Specification for Controlled Environments" says the company.



Office of Health Economics director Professor George Teeling-Smith gave the results in the first of a series of seven regional finals for the OHE schools competition, "Song for Health", in Birmingham on September 28. The competition is for secondary schools and forms part of OHE's Silver Jubilee celebrations

Retail boost for Belfast

A multi-million pound shopping, office and industrial complex is to be built in central Belfast.

It is being undertaken by a new company, Ewart-co, a partnership between the Cooperative Wholesale Society and property company Ewart New Northern. On the site of the former Gallaher tobacco factory, it is expected to house CWS's Belfast retailing operations — a superstore and 40 smaller shops linked by a central mall, as well as industrial workshops and offices.

Although no details of individual outlets are yet available, a CWS spokesman said the Co-operative Chemists (there are eight in Belfast) are bound to be looking on with interest.

COMING EVENTS

Instant success

Polaroid are running a series of two day seminars promoting the use of instant photography for business. Included will be a mini portrait studio for taking passport photos, equipment for recording computer graphics and text, a demonstration of professional chrome, and a range of specialised equipment for medical and scientific work.

The seminars are to be held at the Holiday Inn, Glasgow, October 14-15; the National Museum of Photography, Film and Television, Bradford, October 28-29, and at St Katherine's Dock, London, November 4-5. Tickets are free from Mary Watson, Polaroid UK Ltd, Ashley Road, St Albans, Herts AL1 5PR (tel 07272 59191).

Monday, October 12

Southampton & District Branch, Pharmaceutical Society. 7.30pm, Duphar Laboratories. "Medical Incidents in the Air" by Dr R. MacLaren.

Tuesday, October 13

Barnet Branch, Pharmaceutical Society. 7.30pm, Barnet General Hospital, post-graduate centre, cheese and wine. "How to improve our professional image", Mr Nicholas Wood, PSGB Council member. Edinburgh and Lothians Branch, Pharmaceutical Society. 7.45pm, 36 York Place. Chairman's reception and opening meeting on "Muscular Dystrophy" with Dr A.J. Raeburn, Western General Hospital and Muriel Watt, family care officer, Muscular Dystrophy Group. North Metropolitan Branch, Pharmaceutical Society. Pre-reg & tutors evening, Angel & Crown Pub, Highbury Corner.

Wednesday, October 14

East Kent Branch, Pharmaceutical Society. 8pm, Kent post-graduate medical centre, Kent &

Canterbury Hospital, Canterbury. D.L. Coleman, PSGB Council member on "Current Affairs". The Guild of Hospital Pharmacists, Day Symposium, 10am-5pm, The Royal College of Physicians, 11 St Andrews Place, London, NW1 4LE. Isle of Wight Branch, Pharmaceutical Society. 7.30pm, post-graduate medical centre. Informal discussion on the "Nuffield Inquiry" with wine and supper.

Thursday, October 15

Bedfordshire Branch, Pharmaceutical Society. 8pm, post-graduate medical centre, Luton and Dunstable Hospital. Dr M. Rogan on "Contact Lenses and 'Contact Lens Care'". Dundee & Eastern Scottish Branch, Pharmaceutical Society. 7.45pm, lecture theatre 3, Ninewells Medical School. Talk by Mr W. Scott, chief administrative pharmaceutical officer for Tayside. Weald of Kent Branch, Pharmaceutical Society. 7.30pm, post-graduate centre, Kent & Sussex Hospital, Tunbridge Wells. Sgt Simon Jessup, Drug Squad officer, "The Local Drug Scene".

Advance information

National Chamber of Trade, October 18, 2.00pm. "Sunday Trading — Finding an Acceptable Way" seminar at the Hotel Norwich, Boundary Road, Norwich.

Anti-Counterfeiting Group. Autumn meeting October 22, Manor Hotel, Meriden, West Midlands CV7 7NH. Cost ACG members £57.50, non-members £80.50. Details from the Anti-Counterfeiting Group, 32 High Street, High Wycombe, Bucks HP11 2AZ.

Confederation of British Industries, one-day course on "Managing Technology", October 27, CBI Headquarters, Centre Point, London. Cost: members £155.25; non-members £172.50. Details from Michelle James on 01-379 7400.

IBC Technical Services Ltd, two-day conference on "Lipid lowering drugs in heart disease prevention", November 30-December 1, London. Also two-day conference on "Diabetes: its therapy and complications" December 3-4, London. Details: Penny Robinson, tel: 01-236 4080.

The Laboratory of the Government Chemist and the Royal Society of Chemistry, two-day international symposium on "Chemical nomenclature into the next millennium — has it a role?", November 12-13, Park Lane Hotel, Piccadilly, London W1. Cost: £264.50. Details from: symposium organiser, tel: 01-211 8599.

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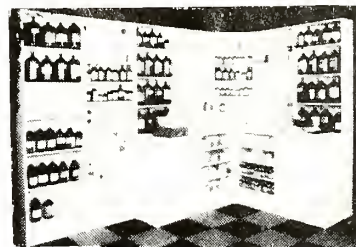
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Popat's pounds still pouring in

Pharmacist Popat Shah has been on the move again raising money for the Mayor of Barnet's annual appeal.

Mr Shah, of Pharmco Chemists, Deansbrook Road in Edgware organised a sponsored walk which raised £2,051 for the North London Hospice appeal and added another £165 from a friendly car rally. He presented the sum, which brought the total raised so far to £15,435, to the Mayor last week. Last year Mr Shah raised £1,500 for Cystic Fibrosis Research Trust by a ten mile sponsored walk.



Pharmacist Derek Bateman becomes Ulster Chemist golfer of the year, having won the competition sponsored by Belmont Foto Service. Mr Bateman, of Craigavon is presented with a Tyrone crystal decanter and two sherry glasses by chairman of Belmont, Merbyn Hardy

Antiques ahead

Pharmaceutical antiquities will be among items auctioned at the Cambridge saleroom of Cheffins, Grain & Comins on Saturday, October 24.

The items are the property of Mr F.D. Barton, who has just retired from business in St Ives. He is the third generation of his family to have occupied the same premises.

Items of special interest include a set of Leech jars, a set of brass apothecaries scales, a pair of pharmaceutical pear shaped clear glass carboys and another clear glass stock drug jar painted in gilt "Peruv. Bark". Over a hundred drug jars, stock bottles and stoneware flagons complete the catalogue.

Details from Mr Gooderham at Cheffins Grain & Comins, 49 Regent Street, Cambridge (tel: 0223 358721).



Unichen Driver of the Year Ian Kane receives his trophy from head office's Tracy McNicholas after the recent final. Mr Kane, who was one of the 11 finalists, delivers from the wholesaler's centre at New Addington, Croydon, to chemists in Dartford, Bexley and Swanley. He also wins £400 prize money

Getting the point

As the fight for domination of the recently created market for disposable insulin syringes gets under way, one pharmacist at least is finding it a prickly problem.

Two sample packets of syringes, packed in a padded envelope, recently dropped through the letter box at Greenwood Chemists, West Hagley, Stourbridge. But on opening the envelope an assistant found herself with a needle in her finger. Of the 20 syringes in the sample two or three had lost their protective caps.

As pharmacist Janice Lucas says, the injury was not serious, but it could have been. And at a time when the problem of handling sharps is becoming increasingly common in community pharmacy, it's a timely reminder of hazards staff can face.

Postscript

The presence of junior Health Minister Edwina Currie at Chemex has produced a predictable rash of post-exhibition press releases.

The C&D wooden spoon award goes to this offering from Vitalia, headlined "Edwina is OK": "Junior Health Minister Mrs Edwina Currie is blooming, thanks to Pharmacia, the new dry skin treatment creams from Vitalia.

"The Hemel Hempstead based company commissioned a survey of top politicians during the election campaign and was so concerned at the way Mrs Currie looked, that they immediately dispatched samples of the Pharmacia creams to her.

"But, after a lengthy visit by the Minister to Vitalia's stand at Chemex, managing director, Pradip Pattni said: 'I

take it all back, she now looks radiant. Obviously she has been using the Pharmacia dry skin treatment creams'."

Cow & Gate Chris Lee-Barber has been promoted to marketing manager responsible for babyfeeding, including baby meals, juices and Liga rusks. He will be based at Trowbridge, and report to marketing director Michael Whitcroft.

DEATHS

C.A. Williams: The Cosmetic Toiletry & Perfumery is sad to announce the death of its past secretary and director, Cyril Williams, on September 30.

Cyril Williams retired from the Association in 1975 after 30 years service and has been a consultant to the Association for the past 12 years. His career in the industry started with the perfumery and toilet preparations manufacturers' section of the London Chamber of Commerce. Immediately after the Second World War this group merged with the Cosmetic Trade Association of Great Britain to form the Toilet Preparations and Perfumery Manufacturers' Federation of Great Britain. He was appointed secretary and held this post until his retirement.

It was no easy task for Cyril to steer the new body out of the post-war rationing problems of raw materials, maintain a united group of companies and then over the succeeding years establish the then TPF into an active trade association truly representative of the industry. During his period in office he saw the industry grow into the multi-million pound industry it is today and the Federation move into the EEC — an area of great influence.

Cyril is survived by his wife Grace, and his son Michael and family.

Boardman: Following the death of Peter Boardman two weeks ago, PSNC chairman David Sharpe writes: Peter Boardman's sudden and unexpected death is a tragedy for both his family and his profession. He was one of that rare brand of people who worked quietly behind the scenes, never expecting public thanks, but with a quiet efficiency that ensured the success of all his undertakings.

As chairman of PSNC, perhaps more than anyone, I was aware of his devotion to the interests of contractors. On many occasions it was his perseverance and attention to detail that ensured a successful end to our negotiations. He will be sadly missed by all of us.

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